

# Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phone-Tape Merchandising • Coin Machine Operating

## WSM Fete Hits Peak With 3,500 Attendance

By PAUL ACKERMAN and LEE ZIHITO

**WSM's 35th Grand Ole Opry** birthday celebration drew an all-time record attendance here last week, attracting throngs from the U. S. and abroad.

The "Opry's" birthday festivities were kicked off with a breakfast Friday morning (6) held in the Municipal Auditorium and was attended by the great country music Station WSM President Jim H. Clegg and Jim Jr. welcomed the responsive crowd to "the big birthday party for the biggest show in radio," stating that all present were "as welcome as a new sponsor, and as welcome as a new recording contract."

DeWitt reviewed the phenomenal growth of the "Opry" show,

and said that its audience "throughout the United States and Canada is continuing to grow at a rapid rate." More than 400 markets are carrying daily tape recordings of the "Opry" show, 55 minutes per day, five days a week, DeWitt said.

### "Opry" to TV

The "Grand Ole Opry" will go on TV next fall on a regular weekly basis sponsored by the National Life & Accident Insurance Company. WSM's Jim Jr. First United will be on the "Opry" will enjoy television coverage was made by DeWitt at the breakfast event, and drew an enthusiastic round of applause from the crowd.

During the Friday morning festivities, DeWitt introduced Edwin Craig, chairman of the board of the National Life &

Accident Insurance Company, and Vice-Chairman Eldon Stevenson. DeWitt called Craig "the daddy of WSM, for he was the one who conceived the need for National Life & Accident to own its own station" which resulted in the firm's purchase of WSM.

DeWitt introduced Roy Acuff, who presented a special "Opry" No. 1 Fan Award" to baseball's Dizzy Dean. Acuff and Dean then joined in a vocal duet of "Wabash Cannonball."

Dave Overton, WSM's assistant program director, emceed the show. Jim H. Clegg's "Special," which consisted of a parade of top "Opry" names. Each performer came on stage for a two-minute rendition of a selection with which he or she has been best identified.

(Continued on page 6)

## London's \$100 Pkg. to Mark Winnie's Birth

**NEW YORK**—London Records will celebrate Sir Winston Churchill's 90th birthday on Nov. 30 with the release of a \$100 dollar package. The set is a collection of "Sir Winston's" private recordings, definitive speeches and historic addresses in the House of Commons.

The package will contain 12 LP's, a 60-page book on Churchill from 1911 through 1955 when he became Queen Mother. The book also contains photographs, some of which have never before been made public.

London will launch the package at a luncheon Thursday (12) at New York's Overseas Press Club. Officiating will be Dudley H. Bowen, president, executive vice-president of London Records. A. n. t. h. n. Montague Browne, private secretary to Sir Winston, will be present.

## Shipping Set-Up Bowed by Mercury

By NICK BIRO

**CHICAGO**—Mercury is starting a novel dropshipping arrangement with its music distributor that may be the model for an eventual marketing revolution throughout the entire record industry.

Volume Record Sales, Mercury's Milwaukee distributing outlet headed by John O'Brien, will function much like a brokerage house or factory representative.

No inventory will be carried. All shipments will be made by Mercury's pressing plant directly to dealers. The distributor company will file its orders to the plant electronically. All orders are to be processed and packed the same day. Shipping is by air freight or truck and dealers are guaranteed delivery within three days.

The arrangement is similar to one used by Mercury in several other key areas. It started as an experiment in Texas, with

Mercury opening a branch office in Dallas, opened similar branch offices in

The set-up worked so well that Mercury subsequently Boston, San Francisco and Philadelphia.

(Continued on page 8)

## Elections Return 'Friends' Of Industry Back to Hill

By MILDRED HALL

**WASHINGTON**—Music and radio and home entertainment appliance interests will be happy to see most of the legislators sympathetic to their interests back on Capitol Hill when the 89th Congress convenes in January. Biggest feather in the performing arts cap is Vice-President-elect Hubert Humphrey. As a Senator, Humphrey worked to pass legislation setting up the National Advisory Council on the Arts, backing encumbent Sen. Claiborne Pell (D-R.I.).

Juke box interests will regret the loss of Rep. Roland Libonati (R-III.), champion of juke box performance royalty exemption. Libonati, a family man, died last week, leaving a widow and three children during juke box hearings before last summer. Rep. James Roosevelt (D-Calif.) will be back to keep an eye on the progress of the Federal Trade Commission's recently issued Trade Practice Rules for the record industry. The rules, which attempt to spotlight unfair practices and discriminatory allowances that favor one seg-

(Continued on page 8)

## WILL THEY HELP PAY THE RENT? THEY BETTER 'CAUSE VEE-JAY'S

ONLY #7 IN SALES



# ELVIS

NEW HOLIDAY SINGLE



BY POPULAR REQUEST FROM "ELVIS' CHRISTMAS ALBUM"

c/w "WOODEN HEART" #0720

Available for the first time in stereo  
ELVIS' CHRISTMAS ALBUM #LPM/LSP 1951(e)

**RCA VICTOR**

The most trusted name in sound

## 2 Copyrights of UA Hit Paydirt

**NEW YORK**—United Artists Music is hitting a hot recording stride with two of its current film score copyrights, "Topkapi" and "Goldfinger." According to Murray Deutch, vice-president of UA's publishing division, "Goldfinger," which has a score by John Barry, already has been picked up in 15 albums and single versions, and "Topkapi," which was composed by Manos Hadjidakis, now has six instrumental single recordings as well as an "Ultra" Artists Records soundtrack album.

United Artists' Records has spearheaded the drive on "Goldfinger" with the soundtrack album, a single instrumental version of the title tune by com-

poser-conductor John Barry and a single vocal by Shirley Bassey, who sings the song over the film's title and is also heard in the soundtrack album. Miss Bassey's single is already a click in England. Also, the UA label is an instrumental version of the title song by Perez Prado.

Other record companies joining the "Goldfinger" parade are Mercury with a single by Teresa Brewer, who also is including song in her new album; RCA Victor with a single and album by Marty Gold; Canadian Artists recorded the tune in a single and album by Santo and Johnny; Warner Bros. recorded it in an album and single by the Lon-

donderry Strings; other instrumental albums and singles are on the way from Crescendo with Billy Strange, Regina with Jack La Forge, and Ralph Marterie cut the tune, but the label has not been set.

The "Topkapi" drive is riding with Jimmy McGriff on Sue in a single and album, a single by Henry Jerome on Decca, a single by the Manhattan Pops Orchestra on Time, as well as singles by Perez Prado on UA and by the Redcats, Aska, and Leroy Holmes, also on UA.

As an added fillip for "Topkapi," Deutch has assigned Noel Sherman to write a lyric for the song, hoping to repeat the success of an earlier Hadjidakis hit, "Never on Sunday."

## Col. 'Age of Reason' Program Opens Door to Age of Order

**NEW YORK**—The outlay of more than \$500,000 on the part of Columbia Records for support to appear in 22 newspapers around the country is viewed by William B. Gallagher, vice-president of marketing, as a re-establishment of the company's faith in its "Age of Reason" policy. ("The Age of Reason" was the title of a column by Columbia in July 1963 to stabilize prices, to restore sanity to the industry and to aid record dealers in achieving greater sales.)

Columbia's "Age of Reason" program was also cited by members of the Federal Trade Commission during a recent all-industry conference held in Chicago. The Commission members commended Columbia's execu-

tives for their forthrightness and initiative in their efforts to bring order to a chaotic industry in the age of reason program. The set of trade practices rules for the record industry handed down by the FTC last month also re-emphasized the importance of the Columbia program and endorsed many of the policies developed by the company with the "Age of Reason."

"Since the program was launched," Gallagher pointed out, "Columbia has doubled its advertising efforts and pledged its vast resources to motivating the consumer to come into the dealer's store." Gallagher believes that Columbia's unprecedented expenditures in advertising during the next two months is a rededication to its "Age of

Reason" program, which, he said, "has proved to be overwhelmingly successful."

Gallagher also mentioned that Columbia's Sunday supplement last year was applauded by the record industry as the most effective promotion to the aid of the Columbia catalog. He added that it stimulated retail sales, particularly in the "big ticket" gift items such as the 12-CD package of Edward Albee's drama "Who's Afraid of Virginia Woolf?" and the Legacy series.

"Dealer enthusiasm has been Columbia's prime motive in enlarging the scope of the 1964 supplement," Gallagher added. "This year we are anticipating an estimated potential readership of over 80,000,000. Its unique design, dedicated to selling through the dealer, assures a dealer support program heretofore unknown in the record industry."

Gallagher also said, "The supplement makes it possible for the record buyer to do his browsing at home—selecting items of interest for the family. When his selections are made he can simply take his supplement to the dealer, thereby saving hours of tiresome shopping and doing business at all retail seasons."

Bill Farr, Columbia's director of merchandising, indicated that all markets will be made aware of the supplement's availability in local record stores through radio, TV and newspaper advertising. In all markets a special counter dispenser will house the supplement, and large-scale efforts will be made to instruct salesmen and clerks in the use of the supplement. The 1964 Sunday supplement is scheduled to run Nov. 29.

### Colpix Distrib

**NEWARK, N. J.** — Colpix Records has named Affiliated Record Distributing, Inc., as distributor here.

### EPSTEIN DEAL WITH RIVERS

**NEW YORK**—Brian Epstein, who manages the Beatles, has wrapped up a representation deal for the British singer Johnny Rivers. He'll handle Rivers' appearance in Europe, Australia and Asia. The deal was set with Rivers' manager, Bobby Roberts. Epstein already has arranged for Rivers to tour the U.S. in England starting Nov. 15. The deal follows closely on Epstein's representation tie with the New Christy Minstrels, who will begin a promotional tour of England in January.

The new product as well as the 47 catalog items are now being heavily advertised as most important consumer publications in the market today. In further support of the program, full

ROMA—It was RCA all the way at Rome's first Festival of Roses and Song, held on May 26, with winning both the European and American appearances for his song, "Non Son Degno Di Te" (I Am Not Worthy of You), which is recorded and published by RCA and written by RCA's Migliaccio and Zambrini.

RCA's portion of the new entries in the contest, indeed seven of its entries among the 12 finalists. The others were won by tunes recorded by Ri-

## C&W Hall of Fame Beckons Tex Ritter

**NASHVILLE** — Tex Ritter, noted country and western artist and newly re-elected president of the Country Music Association, has been inducted (6) into the Country Music Hall of Fame. The presentation was made onstage at the premiere at Loew's Theater here of the MGM film "Your Cheatin' Heart," which depicts the life of the late Hank Williams, noted country artist and songwriter. Mrs. Frances Preston, chairman of the board of the Country Music Association, made the award.

In being named to the Country Music Hall of Fame, the highest honor which can be achieved in the country and western field—Ritter became the fifth notable to receive this accolade.

The only other living personality to be named by the Hall of Fame is a country artist often referred to as "King of Country Music." Other members are Hank Williams, who in his brief life span of 29 years created a priceless heritage of sound recordings; Fred Rose, noted songwriter, co-founder of the firm of Acuff-Rose, and Jimmie Rogers, "the Singing Brakeman," considered the father of the country and western music field.

During his entire career spanning virtually all phases of show business, Ritter has spread the gospel of country and western music. His records have included such notable hits as "Hillbilly Heaven," "Deck of Cards," "Jealous Heart," "High Noon," "Bull Weevil" and many others. These were all released on the Legacy series.

"Dealer enthusiasm has been

Capitol label, which Ritter joined in 1940 as the label's first country and western artist. As a great singing cowboy, in the tradition of Gene Autry, he made some 80 feature films for various picture companies. He figured prominently in the Stanley Kramer Academy Award production of "High Noon," in which he sang the title song on the sound track.

Early in his career he appeared in the New York production of "Green Grow the Lilacs," the forerunner of "Oklahoma," in which he sang four cowboy songs.

In the past 12 months Ritter, president of the Country Music Association, has spearheaded the drive to acquire advertisers and advertising agencies with the sales power of country music. In implementing this campaign to increase the use of country music in radio and television, Ritter and his co-workers in the Country Music Association have presented country music shows to advertising and broadcasting executives in key metropolitan centers.

The Country Music Hall of Fame was founded by the Country Music Association in 1961. Candidates are carefully screened, and the selection is made by a committee of 100 of the foremost figures in the country music field—each with at least 10 years' experience in country music.

The Hall of Fame is temporarily located in the Tennessee State Museum, on the lower floor of the War Memorial Building in Nashville.

## CMA Re-Elects Tex Ritter, Mrs. Preston to Top Posts

**NASHVILLE** — Tex Ritter was re-elected president and Frances Preston, chairman of the board of the Country Music Association during the CMA's election of officers here last week.

Other officers elected include Connie B. Gay, first vice-president; Jack Stapp, second vice-president; Harold Moon, third vice-president; Hal B. Cook, fourth vice-president; Hubert Long, fifth vice-president; Hubert Long, secretary; Bud Brown, assistant secretary; Dick Scherer, treasurer; and Bill Williams, assistant treasurer.

Newly elected board members include Cliff Atkins, representing the artist category; Hal Peebles, manager-booker category; Joe Allison, composer; Bill Mack, disk jockey; Wesley Rose,

publisher; Jerry Glaser, Radio-TV; Owen, president of independent Bob Austin, trade paper. Other new board members are Jack Burgess, Hubert Long, Bud Brown; Bill Williams and Harold Hill, who was named among the directors-at-large.

Other members of the board of directors were elected in 1963 and will be serving during the coming year to complete their two-year term are: Johnny Bond, artist category; Hal Smith, manager-booker; Roy Drusky, composer; Dick Brown, disk jockey; Roy Horowitz, publisher; George Clegg, Radio-TV; Dick Loeetz, record company, and Paul Ackerman, trade paper.

Directors-at-large similarly re-elected for an additional year include Bill Denny, Juanita Jones, Lucky Moeller and Ken Nelson.

## RCA Tops Rome Fest Winners

cordi, Decca, Voce del Padrone, Surf and Jolly. Voting was by seven outside juries and a group of European music affairs experts. Because RAI refused to carry the event on radio or TV, the juries on three successive nights were brought to special listening cabinets at the Cavalieri Hilton where they voted.

Despite the inexplicable fail-

ure of the Italian juries, which brought a storm of press criticism following their telecast of the finals of "A Record for the Summer" the day before the Rome event, Mario Minasi presented an event which may well compete with San Remo and Naples as it stands in experience. Both the setting and organization were outstanding, and the event profited from its co-operation with the Cantagiro (Singing Tour). An agreement was reached that winners of each event will participate by right the following year in the other competition.

*(Continued on page 8)*

# EES, Record Firms Speed Up PX Delivery; Plan Expansion

NUREMBERG — Record manufacturers are co-operating with the Army-Air Force European Exchange System EES to speed delivery time on new disks and reduce warehousing handling costs.

EES has instituted a direct delivery program with manufacturers for the Army post exchanges in Germany, France and Italy, and will go into the program in the Air Force base exchanges throughout Europe, Africa and the Middle East in the near future.

Previously, bulk shipments of records were received at the EES depot, broken down by store requirements, packed and distributed. "Considering the millions of records EES handles each year, this cumbersome system was tremendously expensive and very slow," said Morgan d'Ettiene, the EES director of records.

"To reduce these expenses and to get current records on PX shelves, we asked manufacturers to poly-bag and pre-ticket records and pre-pack them for direct store delivery."

U. S. manufacturers are now sending direct shipments of 45 rpm top records under this system, and the records arrive on PX shelves at the same time they go on sale in the U. S. In addition, some firms have been giving EES special return privilege to make sure that when the records are outdated, they can be returned to the manufacturer for full credit.

d'Ettiene said all American licensees in Europe are using this time-saving method for 33 1/3 LP's and many companies in the U. S. are expected to follow suit.

## Packing Arrangements

The packing arrangements are an example of the close co-operation prevailing between EES and U. S. record manufacturers with the aim of giving U. S. service personnel the best record service, and U. S. manufacturers the biggest possible share of the EES orders.

d'Ettiene said EES has a "dynamic record program which offers an excellent service to its customers, a tremendous price advantage and a promise of better things to come."

"In effecting our record program," he continued, "the EES

buyer keeps up to date and keeps the hot sellers on our shelves by studying trend reports, market reports and by reviewing personnel and by receiving special requests. In addition, he uses both Billboard and Cash Box as bibles in keeping abreast of the most popular numbers throughout the world.

"The highest category of sales—35 per cent—is in the popular category. Sales demand, therefore, that current stock is in the field. The next most popular are jazz and rhythm and blues which account for 25 per cent of sales; then country and western with 22 per cent; classic with 10 per cent; international with 5 per cent and the remaining 3 per cent in rock and roll.

Over the past few years, the EES buyers have realized tremendous improvements in having the right records at the point of sales. This is done through faster delivery, balanced stocks and curbed warehousing.

EES offers incredible disk

bargains, and d'Ettiene explained how this is possible:

"The EES selling price for 45 rpm hit tunes is 60 cents. The record is sold to us for 35 cents LP's sell for \$2.35. In addition, we run a record of the month special. Our buyer selects a new release from one of the top 15 pop artists. The record goes on sale the first of the month for \$1.50. It remains at that price as long as stock lasts during the month. If any are left over, they revert to a \$2.35 price at the beginning of the next month; and a new record becomes the special.

"Other specials are numbers which manufacturers are eliminating from their catalogs. Such numbers are usually sold for full retail price in the U. S., but here they represent a terrific buy for our customers, selling for \$1 to \$1.50. We offer such specials because of our large purchasing power (over \$5 million in sales a year) and because manufacturers prefer to have records at discount prices sold outside the U. S."

## ATLANTIC TO HANDLE DISTRIBUTION FOR DIAL

NEW YORK—Atlantic Records will handle national distribution for Dial Records, according to an agreement worked out between Jerry Wexler, Atlantic executive vice-president and general manager, and Jack Stapp and Buddy Killen, both of Dial and Tree Publishing.

Atlantic distributors will handle Dial product under the terms of the agreement.

Joe Tex's "Hold What You've Got" b-w "Fresh Out of Tears"

will be the first single to be distributed.

## Teen Movement Is Formed To Hear Pop 'Underground'

HOLLYWOOD — New popular and jazz products stand to benefit from the formation of a "teen-age underground" movement spurred by KMPC and the House of Sight & Sound, an area retailer. The "teen-age underground" is an idea spawned by the station to emphasize good music to youngsters who enjoy sounds other than rock 'n' roll but feel

social pressures from their rock and surf friends.

Set as co-advocates of the organization are deejays Roger Carroll and Johnny Magnus, who are emphasizing new single LP products during their back-to-back evening programs. Five weeks ago, the station began airing teaser spots for the organization, with 750 young

(Continued on page 8)

social pressures from their rock and surf friends.

Set as co-advocates of the organization are deejays Roger Carroll and Johnny Magnus, who are emphasizing new single

LP products during their back-to-back evening programs.

Five weeks ago, the station began airing teaser spots for the organization, with 750 young

(Continued on page 8)

## DEPARTMENTS & FEATURES

|                                 |
|---------------------------------|
| Hot 100 Chart...Page 24         |
| Top LP's Chart...Page 32        |
| → Other Music Pop Charts        |
| Breakout Singers.....40         |
| Breakout Albums.....41          |
| Hot Country Singers.....38      |
| Hot Country Albums.....38       |
| Hits of the World.....34        |
| → Record Reviews                |
| LP Reviews.....56               |
| Single Reviews.....14           |
| → Music & Record News           |
| Talent.....10                   |
| Country Music.....38            |
| Classical Music.....12          |
| Rhythm & Blues.....16           |
| New Album Releases.....36       |
| → Departments                   |
| Radio-TV Programming.....18     |
| Phone-Tape Merchandising.....42 |
| Coin Machine Operating.....49   |
| Bulk Vending.....47             |
| Buyers & Sellers                |
| Classified Mart.....46          |



AT A RECEPTION for the Dixie Cups, which was held recently at Pye Records' offices in London, are, left to right, Louis Benjamin, managing director of Pye Records; George Goldner, president of Red Bird Records, and Peter Knight Jr., International manager of Pye Records.

## RCA, Colpix LP's to Mark Slaying of JFK

NEW YORK — Two record companies will observe the first anniversary of the assassination of President Kennedy Nov. 22 with special product marking the tragedy.

RCA Victor Records is releasing "The Kennedy Wl," an album which captures the humor displayed by the late President during the 1960 campaign and during his abbreviated term in office.

Material was selected from the best-selling book of the

same title by Bill Adler. Introduction is by Ambassador Adlai E. Stevenson, and David Brinkley narrates the book.

Colpix Records is re-releasing "The Four Days That Shocked the World," an album produced earlier this year in association with United Press International. The actual voices and sounds of Nov. 22-25, 1963, are taken from "The Four Days That Shocked the World," a booklet of the same title, written by UPI's White House correspondent, Merriman Smith, accompanies the album.

## Billboard

Published Weekly by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati, Ohio 45214  
Tel.: 381-6450

Publisher Hel B. Cook, New York Office

Editorial Office 165 W. 46th St., New York, N. Y. 10036

Editor-in-Chief Lee Zhitro

Editors Paul Ackerman, Aaron Steinfeld

Meneging Editor Frank Lupino Jr.

Department Editors, New York

Music Editor...Paul Ackerman

Associate Editor...Mike Gross

Books and Periodicals...Mike Gross

Radio-TV Programming...Gill Fegan

Column...Mike Gross

Department Editor, Chicago

Audio-Video...Mike Gross

Classified Ads...Mike Gross

U. S. Editorial Offices

Chicago, East Coast, West Coast, Midwest

Hollywood, West Coast...Lee Zhitro

Atlanta, Miami, New Orleans...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

Pop Charts...Andrea Tamburini

Special Projects Development Dept.

General Manager...Mike Gross

Production Department, New York

Art Director...Lee Zhitro

General Advertising Office, N. Y.

Director of Sales...Peter Hahn

Promotion Director...Geraldine Flatt

Midwest...Mike Gross

West Coast...Mike Gross

Hollywood Music Sales...Bill Ward

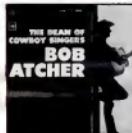
Hollywood Music Sales...Bill Ward

Research Department, New York

Director...Thomas E. Moran

# The Album Hits for November are on Columbia Records®

## New Pop Releases:



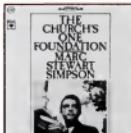
CL 2232/CS 9032\*



CL 2234/CS 9034\*



CL 2236/CS 9036\*



CL 2238/CS 9038\*



CL 2249/CS 9049\*



CL 2250/CS 9050\*



CL 2251/CS 9051\*



CL 2257/CS 9057\*



CL 2266/CS 9066\*



CL 2267/CS 9067\*



CL 2272/CS 9072\*



CL 2281/CS 9081\*

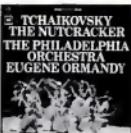
## New Masterworks Releases:



ML 6048/MS 6648\*



M3 310/M3S 710\*  
(A 3-Record Set)



ML 6021/MS 6621\*



KL 6091/KS 6691\*



LL 1015/LS 1016\*

## Re-channelled For Stereo Releases:



CL 628/CS 9041\*



CL 761/CS 9042\*



CL 1289/CS 9044\*



CL 860/CS 9045\*



CL 1028/CS 9046\*



# Mercury's Program: Part Two

CHICAGO—A whopping 37 albums are included in Mercury's November release which features such artists as Johnny Mathis, the Smothers Brothers, Eddie and the Cruisers, Louie, a host of c&w stars, plus a line up of classical product and children's Christmas material.

The new release is part two of Mercury's "Out of this World With Mercury" program launching in September. The plan extends through Dec. 31 and offers special discounts on new as well as catalog product.

In the c&w field, Mercury is introducing an artist not usually associated with the field—Cleb-anoff, who leads his "Cleb-a-pie over the Country Music for People Who Don't Like Country Music." Sharing the

country spotlight are Leroy Van Dyke, Dave Dudley, Faron Young, Roy Drusky and Del Wood.

A pair of children's series are being unveiled, both listed at \$3.98.

A pair of children's album series are being unveiled, both listed at \$3.98. A Captain Adventure series made up of three LP's, has musical instruments assuming personalities and partaking in adventures.

The Classics for Children series includes two albums and consists of age-old children's fairy tales accompanied by symphonic music.

Mercury is adding two new musical "eras" — Baroque and Classical — to its Great Music

series. Each includes four new LP's.

Another highlight of the release is a new "Original Golden Hits" series, featuring a dozen artists whose recordings of the past, done by the artist, who originally made them famous.

Merchandising support includes a complete package of promotional aids for the entire "Great Music" series, including a printed divider cards and vertical and horizontal banner.

The "Original Golden Hits" series is offered in a complete browser display unit, with divider cards from front card listing the entire catalog of the back card and die-cut hanging piece for use above the browser box.

# SHERMAN'S 'LOVERS' GETS WB'S SWINGIN' PUSH

HOLLYWOOD—Alain Sherman's "For Swingin' Lovers Only!" Warner Bros. album is getting the golden glove promotion and merchandising treatment. Package is included in the label's five LP November releases.

Label mailing 300 special copies of the album to opinion makers in the U. S. Album features original satires on current life done before a live audience.

The other new releases are "Sex and the Single Girl" soundtrack featuring Neal Hefti compositions; "Softly, the Brazilian Sound" by Mingo and Coyle, and "Marpe," featuring comics Jim Coyle and Mal Margo.

Jimmy Hilldrup produced the Italian tenor singer. Jimmy Hilldrup produced the Italian tenor singer.

Jimmy Hilldrup produced the Italian tenor singer.

age which was handled by Joe Smith.

# WSM Fete Draws Peak 3,500

\* *Continued from page 1*

Those who appeared consisted of the entire cast of noted "Opry" artists.

A special award was presented to the Opry. Dickie and Devine from the "Opry" cast, and was announced as an award "from his children to their father."

The "Mr. Opry D.J." award was presented to Pappy Tipton of WSM, W. W. Hamilton, Ohio, as the disk jockey who contributed the most for the "Opry" during its 1940s heyday. Sharing the limelight with Tipton was Neal Buckley, of WCWN's management. Award was made by Ed Williams, WSM's promotion director.

BMI's annual

BMF party and at the WSM

breakfast celebration the following morning, noted country music's cultural values.

Judge Burton, during the course of the BMI affair, said: "We have a long, hard road to travel in this country." Burton also referred to WSM President DeWitt as "the person who put it all together," thus heralding DeWitt's and WSM's contribution to the country music field.

Notables present

Bruce Lipton, present among the notables, said: "I'm proud to be a part of the wonderful things happening in Nashville." Also present were movie actor George Montgomery, director of the MGM "You Can't Cheat in Hell," and the film's producer, Sam Katzman.

A sentimental and dramatic touch to the evening was the presence of Irving Caesar, noted songwriter and a senior board member of the American Society of Composers, Authors and Publishers. Judge Burton, earlier in the evening, treated graciously the rivalry between the two performing rights societies. Other noted ASCAP officers and members were present at the WSM breakfast affair.

During the Friday afternoon agenda, Station WSM staged a sales-artists-programming round-table discussion. More than 200 attended. (Complete report on this session will be carried in next week's issue.)

# Talent Agency Bought by GAC

NEW YORK — The General Artists Corporation this week acquired International Talent Associates, a leading booking agency specializing in college concert tours. GAC is one of the country's largest booking agencies.

Bert Block, president, and Larry Bennett, executive vice-president of ITA, became GAC vice-presidents. They will administer the ITA division of GAC.

Lawrence R. Barnett, GAC chairman and chief executive officer, made the announcement.

# Capitol Mixing Up New Recipe

HOLLYWOOD—Capitol is trying its jazz artists to unusual projects to gain broad pop album acceptance. Two forthcoming projects feature Julian "Cajun" Adderley, who is teaming with Jerry Bock's music from the smash Broadway production, "Fiddler On The Roof," set for a Nov. 23 release, and the Stan Kenton Band interpreting music by Wagner, planned for a January release.

Kenjiro, who has been in and out of the record business as well as the big band field, recently re-recorded an album of

tunes associated with him in vocal style. The package is "Artistry in Brass and Voices," and was produced by Lee Gillette.

Adderley, who said he was eager to get cracking with his new label (Billboard, Oct. 24), recorded the original cast music in New York under the a&r man Dave Axelrod. It is believed the first time Adderley has covered a Broadway property in jazz interpretation. The idea of teaming Adderley with "Fiddler" came from Sunbeam Music, the BMI wing of Valando Music.

Arrangements are by Adderley, his brother Nat, pianist Joe Zawinul and Charles Lloyd.

The Capitol package includes two tracks not included in the RCA original cast. "Cajun-Lach," is a dance theme being considered for a single release while "Sewing Machine" was taken out of the play during its Detroit trials. The play's first cover album is Claude Ogerman's instrumental package on RCA, while Adderley's is the first jazz LP.

# Ulsyra, New Record Firm, Is Formed

NEW YORK—Composers Ulpianucci has teamed with former NBC executive Keniz and literary agent Raoul Ronson in an independent recording venture. The firm is called Ulysse Productions.

Ulysse got off to a fast start this week by selling an LP of Christmas music recorded by organist Fred Swanson on the Riverside Chapel organ to Decca Records. Firm also sold its master of vocalists Annette King to the Rust label, a subsidiary of the Laurie group. Upcoming on Ulysse's recording agenda are Patti Austin and Pat Cook.

The new firm also has established two publishing companies, but wants it to be known that its recording activities will be limited to artists in those companies. The publishing subsidiaries are Sesac Music (ASCAP) and Okra (BMI).

Other divisions of the new operation will be a management firm to be known as M.K.R. Management, and a literary agency which is called Daron Enterprises.

Ulysse and its various divisions will headquartered in New York.

# Carlton Files Bankruptcy

NEW YORK—Carlton records, independent record firm owned by Joe Carlton, filed a petition in bankruptcy in Federal Court here late last week. Liabilities were listed at \$121,130 with assets of \$29,000.

The assets were assigned to Attorney Robert B. Bock, of Sanford R. Wardell, which is owed \$45,000 by Carlton. The petition listed many unsecured creditors.

A competitive bidding was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

The bidding competition was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

The bidding competition was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

The bidding competition was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

# Col. Awarded U. S. Pact Again

LOS ANGELES—Columbia has been awarded the government's pressing and services contract for the second consecutive year. The label's \$1.5 million annual pact is worth \$1 million for studio facilities and pressing plant operations.

The competitive bidding was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

The bidding competition was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

The bidding competition was open to companies wanting the recording and publishing operations employing 500 persons. The government's recording activities are split three ways. The Veteran's Administration, Navy Department and Armed Forces Radio, Television Service are the three agencies involved. Carlton's contract had expired Oct. 31.

HOLLYWOOD—Les McCann, pianist in the funky-soul jazz school, has gone Latin, with World Pacific pulling the single, "Que Rico," from his new "McCanna" album. Initial reaction has been good, reports label President Dick Bock.

The assets were assigned to Attorney Robert B. Bock, of Sanford R. Wardell, which is owed \$45,000 by Carlton. The petition listed many unsecured creditors.



His first Capitol single - His first Capitol smash!

# FRANKIE LAINE GO ON WITH YOUR DANCING

b/w Halfway

**5299**

Frankie sings the blues to Pete King's happy beat  
— and the sound is headed high on the charts



# Elections Return 'Friends' Of Industry Back to Hill

• Continued from page 1

ment of record distribution and or retailing over telephone was not completely satisfactory to the whole industry. Roosevelt will very likely hear from dissidents. Hearings by the Roosevelt Distribution Subcommittee in 1963 helped jog the FTC into action on the trade rules after long delays.

Roosevelt's Small Business Subcommittee on Distribution will also stay alert to developments in performance royalty distribution in ASCAP, once the subject of lengthy hearings by the subcommittee. Amendments to the ASCAP consent decree resulted.

Befriending the small businessman, record dealer and home entertainment appliance retailer, will be Sen. John Sparkman (D-Ala.), incensed that his bill has not run its course. Sparkman's Small Business Committee will continue its probe into manufacturers' advertising allowances which are pressured by big retail chain, discount and department stores—but denied to smaller outlets. Sparkman's committee will also watch FTC attempts to deal with this form of discrimination with an industry-wide experiment on uniform clothing manufacturers, long subject to tough chain-store pressures.

Rack interests will watch the Sparkman committee. During hearings in the 88th Congress, the National Federation of Independent Business asked for legislation to knock out all manufacturers' allowances to retailers for "display, stack and shelf display" and permit only "measurable advertising incentive allowances that could not be used to depress prices.

## Celler, Mills Back

Rep. Wilbur D. Mills (D-Ark.) will return to emcee Ways and Means Committee's promised revision of the federal excise taxes. Hearings in the 88th Congress raised strong hopes that manufacturers' taxes on records, phonographs, TV and radio sets and musical instruments may be eliminated or reduced—as would excise taxes on theater, concert tickets and cabaret.

Rep. Emanuel Celler (D-N.Y.) will be back to

urge that performance royalty on juke box music be retained as proposed, in the revision of the 1909 Copyright Act. Celler's bill to end the juke box performance royalty exemption was the first ever to get through House Judiciary Committee, but it died in the House committee, and was re-introduced as the Copyright Law revision bill to be acted on during the 89th Congress. Also re-introduced was Rep. Edwin D. Mills (D-La.), chairman of the House Copyrights Subcommittee who once championed the juke box royalty exemption, but backed the Judiciary Committee Chairman's bill to end the exemption in the 88th Congress.

Radio broadcasters will welcome back Reps. Oren Harris (D-Ark.) and Walter Rogers (D-Tex.), chairmen of the House Commerce and Communications Subcommittees, respectively. As a team, they successfully blocked efforts by the FCC to impose limits on the number of broadcast stations. House Investigative Subcommittee also endorsed broadening of reforms, to give AM and FM stations a fair shake.

On the Seaside side, broadcasters will find familiar faces in Sen. John O. Pastore (D-R.I.), who will almost certainly rule again as chairman of the Communications Subcommittee, while incumbent Sen. Warren Magnuson (D-Wash.) heads full Senate Commerce Committee. Commerce Committee in House and Senate have parental role toward FCC and ATC.

Also returning to champion the performing arts are Rep. John Lindsay (R-N.Y.) who major victory may set his cap for governorship of the Empire State. Rep. Frank Thompson (D-N.J.) will again be on hand to work for a National Arts Foundation to provide grants to local arts facilities for local performing arts projects theaters. Sen. Jacob Javits (R-N.Y.), who did not have to run the gauntlet this year, will head a hand.

However, the performing arts champions will come up against re-elected Rep. John J. Rooney (D-N.Y.), who is a member of the powerful House Appropriations Committee battles any federal spending for the arts, at home or in global exchange.

## Cap's Yule Singles Product

HOLLYWOOD — Christmas singles merchandise from Capitol will include four new titles, three culled from new holiday albums, plus eight records previously released.

The new products are "I'd Like to Have an Elephant for Christmas," Hank Thompson; "You're All I Want for Christmas," Al Martino; "The Man With the Toys," the Beach Boys,

and "Great Day in Bethlehem" by Sebastian Temple.

The other singles scheduled for Nov. 9 release are "The Vinyline Bell," Tony Yorke; "Silver Bells," Margaret Whiting; "Do You Hear What I Hear?" Bing Crosby; "That's What I Want For Christmas," Nancy Wilson; "What Is Santa Claus," Stan Kenton; and Little

"Santa Nick," Beach Boys, and "Santa Caught a Cold," Dick and Richard.

## RCA Tops Rome

• Continued from page 3

Morandi, winner of the Cantagiro with the Giacchino Da Capo, and the King of Italy, also won the Pesaro International singing contest with this number which topped Italian sales for 15 weeks throughout the summer. RCA said that it sold 100,000 copies. They feel the record would have topped the million mark if many of the forgeries which have appeared on the market had been controlled.

## RECORDS ARE FOR 'RICH' RED CHINESE ONLY

ROME — Antonio Cifarelli who scored his three-part program "Voyage in China," for Italian TV with records obtained in the Communist-controlled countries, reports that disks are relatively cheap but out of reach of most Chinese whose monthly income in cities runs about \$40. LP's sell for \$7.75 and 45 rpm. disks for 40 cents. Most records are available in limited quantities, most of the records, all on a single government label, being Chinese music. Cifarelli is under contract to Walt Disney as an actor, but has arranged his contract so that he can alternate his film work with adventure documentaries for RAI-TV.

# CMA's Ritter Sees New C&W Growth

• Continued from page 1

broadcasters and industries to the sales potential of country music. In connection with this he recounted the various programs presented in New York, Detroit, Toronto and Nashville, and the likelihood that one would be produced next year in San Francisco.

### Complaints

Taking note of complaints by promoters, Ritter warned country artists who have been remiss in showing up play dates to change their ways: "We are not here to tell you what to do," he said, but he noted that complaints have been increasing.

The board will explore the matter further; such derelictions reflect upon our industry. Maybe it is a matter for the musician's Radio Programming.

Ritter reported that country music is now heard in millions of homes every day. Inasmuch as 2,250 radio stations in the United States and Canada program country music for one or more hours a day, he concluded with this it was stated that the CMA's radio kit—largely the work of George Crump—has proven a very popular project and is in great demand among stations changing to a country format.

Ritter reported that the CMA is constantly on the lookout to apprehend illegitimate song publishers. "Every member of your board of directors examines lists of applicants for membership to prevent them from slipping into this organization . . . Also, to Ward [sic] closely with the Patent Office department . . . and through their efforts several convictions have resulted." Ritter also noted that bootlegged records are being pressed, and urged utmost vigilance.

### Other Business

Ritter reported progress on the new building project. He also stated that one of the three major TV networks has entered into negotiations for a new television program series which

## Mercury Set-Up

• Continued from page 1

adelaide. O'Brien's Volume Record Sales is the first independent distributor to approach this company for a label.

Although Mercury has made no comment, it is apparent that the label is highly satisfied with the arrangement. The Milwaukee move will answer the very interesting question of whether such a system is feasible with independent distributors as well as branches.

The benefits of the system are obvious. The label has complete control over its distribution, and the distributor is spared the necessity of maintaining large inventories.

The ultimate goal is greater concentration of Mercury product in the areas involved.

In several of the cities, Mercury has been giving shipping from its pressing plant and supplementary shipping from nearby distributors.

In San Francisco, for example, packages are often shipped up from Los Angeles. Similarly, New York will ship to Boston and Philadelphia.

The bulk of the material, however, is supplied from the main plant in Richmond (Ind.) and, to date, the label has had an excellent record of performance.

would originate in Nashville. The title of the show is "Tin Pan Valley," and it would feature a country music cast. CMA's Ritter said he was in contact with the network to land this program for country music. Ritter reported the board's approval of a project proposed by Hugh Cherry, KFOX, Long Beach, Calif., Cherry, with CMA backing, would seek a total of \$50,000 from the Ford Foundation. Cherry, a student of C&W music, would secure a sabbatical leave from KFOX and use the fund to document the C&W field with authentic C&W recorded material.

Ritter reported on efforts to broaden the sale of country records in urban markets, such as New York, Chicago and Los Angeles. He reported progress in some areas, and credited board member Roy Horton with being instrumental in persuading the Goodys chain to carry country merchandise.

Ritter also reported progress on the premium album project, a package tentatively titled "Country Music All-Time Favorites." He noted that an old-timer's item, consisting of a number of the country field recordings which would be produced as a collector's item—this being possible through Don Pierce's contribution of his Starday recording facilities, and he reported on CMA's sponsorship of the Nashville premiere of "Your Cheatin' Heart." He said that the regular admission price will go to the Country Music Hall of Fame and building fund.

## Teen Movement

• Continued from page 4

sters mailing in requests for membership in three days.

The organization will offer members albums and concert tickets, special discounts at Sights & Sounds, Etc., and get a key chain with a "secret" number plus membership card. Plans are for a contest to be held during Christmas with the prize an automobile.

"We're working on the angle of keeping the organization a secret," explained Roger Carroll, who handles the pop things while Magnus enters the jazz field. "We're telling the kids 'don't tell your rock 'n' roll friends that you're in this music organization,'" Carroll said the initial mail revealed many youngsters don't dig rock 'n' roll and are thought of as being square for this by their friends.

The psychology behind the idea is that kids want to belong to something and we give them an organization to belong to which advocates good music. We're not out to convert anyone, we're just advertising other products. We just want to make the teen-agers aware of our programming and the mail has proven to us that there are large numbers of teen-agers who enjoy the Nancy Wilson, Jack Jones, Bobbie Gentry, big band, George Shearing, Glen Gray re-creations.

## Correction

NEW YORK—The "Hot Pop Spotlight" of the Drifters' "Saturday Night at the Movies" in last week's Billboard inadvertently put the record on the MGM label. The disk is Atlantic Records release 2260. It hit the "Hot 100" chart this week at #2.



ARE NOW READING  
THE WORLD'S MOST  
AUTHORITATIVE AND  
RESPECTED BUSINESS  
PAPER FOR THE  
MUSIC-RECORD INDUSTRY . . .

• more news • more research • more ideas • faster reporting • better facilities • longest experience • greatest accuracy • best analysis

This Week and Every Week • Subscribe NOW

Just mail request order today

BILLBOARD, 2140 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$15  3 YEARS \$35  New  Renew

Payment enclosed  2 EXTRA Issues for cash  Bill me later

Above subscription rates for Continental U. S. & Canada.  
Overseas rates on request.

Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State & Zip \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

A  
COAST to COAST  
BREAKOUT\*

ON **CORAL**  
RECORDS



# BOBBI MARTIN

sings  
**DON'T FORGET I  
STILL LOVE YOU**

62426

\*BROKE FIRST IN PITTSBURGH

# Greco on Country Kick; to Wax LP of Williams' Songs in Nashville

NEW YORK—Buddy Greco, an authentic Broadway hipster, has caught the country music fever. It will manifest itself this week, Nov. 19, to Nov. 24 when Greco will be in Nashville to record an album of the late Hank Williams songs which has a working title of "The Swinging World of Hank Williams."

The main reason for the pairing of Greco and Williams is to fit in with the release of the Metro Goldwyn-Mayre film biography of Williams titled "Your Cheatin' Heart," but Greco also feels that his hip singing-instrumental style and Williams' country style aren't really that incompatible. After listening to about 42 Williams compositions from which he picked 12 for the Epic Records album, Greco is sure that Williams' musical style suits him perfectly to a swinging or jazz treatment. "In fact," Greco pointed out, "Williams' songs 'I Saw the Light,' 'I'm a Preacher,' is constructed along similar lines to 'The Preacher,' a jazz standard.

Although Greco's recording session in Nashville will be his first there, he has already figured out just how he's going



BUDDY GRECO

to approach the date. Going along with him to Nashville will be Epic's director of artists & repertoire Bob Morgan to oversee the sessions, his pianist-cum-vocalist, Eddie Fisher, and his drummer, Bobby Bering. The rest of the recording cast will be made up of Nashville-based musicians and singers. In addition to his two permanent staffers, Greco will use from

Nashville, three guitars, one bass, four horns and the Anita Kerr Singers.

Greco, who also plays piano, and Palumbo have bonded up on the Nashville-piano style for this album. "We didn't do a date in Nashville because you know how to play a Floyd Cramer-type piano," Greco said. In his casing of the Nashville scene, Greco learned to admire the musicians there as well as the Anita Kerr Singers. Greco elaborated on his admiration: "You do your arrangement once, they listen to it and then record it on one take. It's fantastic."

Before going into the recording studio, Greco will have meetings with Audrey Williams, Hank's widow, and Wesley Rose, who wrote Williams' songs, to discuss their ideas or his plans for the album.

The LP will include vocal and instrumental treatments of such Williams' standards as "Jambalaya," "Hey Good Lookin'" and, of course, "Your Cheatin' Heart." Greco plans to have the album ready for market in conjunction with the national release of the Metro movie later this month.

## RCA's Jones Believes Image Goes a Long Way

NEW YORK—"John Gary is alive and warm and exuberant." That's the way the RCA Victor art and production at RCA Victor, views two of the label's artists when preparing jacket covers for their new album releases.

"In today's record market," said Jones, "it's important to

create an image for the disk performer and then sustain it." Jones also believes in the continuation of identity to establish the "picture" of the performer in the record-buying public's mind. "It's all done," Jones pointed out, "to get the public in the retail store out of the browse box and into the hands of the buyer."

The "cult of personality" is taking on in the music business as well. Many artists on Victor's Red Seal line are now asking that their pictures be used on the album jacket covers instead of art work so that their identity can be established more firmly.

An example of how strong a hold on the consumer an identity can have is what Jones mentioned that for years all of the albums made by the Boston Symphony were packaged in the same way with five basic colors and the same basic stock. When Epic Records took over the Boston Symphony early in 1963, however, it was necessary to create a new image and a new idea in packaging to establish Leinsdorf with the Boston and to separate him from the past. Boston Symphony image, it was done through portraits of Leinsdorf on some albums, art work of Leinsdorf on others and photos of Leinsdorf on still others.

The packaging of album product is considered to be so important to the record business, Jones now reports directly to Harry Jenkins, vice-president in charge of marketing. Jones' department now handles in excess of 600 pieces a year.

Jones, who has been working with record companies since 1955, the last 12 of which have been with "We've" has re-formulated what he calls a "3-1" purpose to album art—to interest, to inform and to influence.

## Signings

Columbia Records has signed the Ned Odum group, a pop-folk group. The trio (Bill Chastaine, Danny Pike and Denay Van) will be recorded by Leo Mero.

Billy and Lillie, who had two million-selling records with "I'm a Deaf" and "I'm a Little Bird" on the Swan label, have signed an exclusive contract with RIC Records. The deal was made by RIC with independent producer Frank Stay, who produced and co-produced their Swan hits. Stay will handle all of Billy and Lillie's disks for RIC. Their first single for RIC is "Coconut Cake," backed by "The Toe Toe." The Fleewoods move from Dolton to Liberty. . . . Actor Mickey Leelan signed with World Artists. . . . Standells and Rivingtons to Vee Jay.

## PEOPLE AND PLACES

By MIKE GROSS

The management team of Scandore and Schyne have just added the Kingmen, the Dovells, and Dick and Dee Dee to their client roster. . . . Bob Dylan pulled in \$11,500 at his Oct. 31 concert at New York's Philharmonic Hall. . . . Paul Tannen, producer of singer Johnny Tillotson's records for MGM, is touring Europe, setting deals for Ridge Music (BMI) and National Music (ASCAP). . . . The Soul Sisters, vocalists for the Big label, are on a personal appearance tour of Europe accompanied by label's President, Jerry Murphy. . . . Comedian George Kilyan will appear at the Variety Dinner for Johnny Carson at the Shorham Hotel in Washington Nov. 21. . . . Earl Bostic is now appearing at the Plush Horse, Redondo Beach, Calif. . . . Comedian Bill Cosby will co-star with singer Jack Jones at the Latin Casino in Camden, N. J., from Nov. 11 to 22. . . . Danny Meahan, now at the Greenwich Village's Bitter End, will appear on the Nov. 19 edition of "WABC."

Julie Rogers, the English singer who is recording of "The Wedding" on Mercury is beginning to click here, as is on a quickie U. S. tour with label's promotion head Morris Diamond. . . . Dick Din, mandolinist at New York's Roma di Notti restaurant, has just released an album for Audio Fidelity entitled "International Guitar." . . . Hypnotist Pat Collins and comedian Lou Alexander are currently at Hollywood's Interlude. . . . The Platters are currently on a tour of the college circuit. . . . Gunballin' Adderley and His Sextet are now at New York's Villain's Gate. . . . Capitol Records singers from England, Peter and Gordon, are on another tour of the U. S. . . . Biff Ives was in Nashville last week to cut another album for Decca under the supervision of Milt Gabler.

## Paramount Like Old Times As Dave Clark Five Perform

NEW YORK—The venerable Paramount Theater on Times Square, which is soon to be razed, was literally a shambles on the inside on Oct. 31 during what was billed as the "Tribute to the 100th Anniversary of the Dave Clark Five." Also featured were Murray the K, WINS disk jockey; Hal Jackson, WNRJ disk jockey; the Keystones, Four, Gale Noble, Little Anthony and the Imperials.

The audience, made up mostly of teen-age girls who paid from \$7.50 down to \$2 for their tickets, started screaming and shrieking at the outset and reached fever pitch when the British singers, who recorded for Epic, began to sing. During the group's 24 minutes on stage all that could be heard were Clark's drums, the organ and a guitar. They used a battery of "amplifiers and assorted microphones, but not one word of the vocal was distinguishable over the never-ceasing screaming and it was impossible to tell who was being featured." And because some dark lighting effects, the group could hardly be seen. The group went from number to number without interruption, without audience applause or even a break in the set. At the start, many in the audience weren't sure that the concert was over and the screams ran on for almost another 10 minutes until the worn-out girls began to drag themselves out of the theater with several fainting spells along the way.

It was a wild way for the Paramount to go.

## Kay Has The Right Last Name

NEW YORK—Terry Starr, it would, allow a reviewer to caught at a closing night. This reporter planned it that way in an effort to observe the audience record of Kay Starr who closed here in New York's elegant Persian Room on Sunday (31).

To some Capitol Records' Kay Starr is an "old-timer."

Well, the so-called "old-timer"

had no difficulty filling the Persian Room each night during her four-week run.

The audience, on closing night responded enthusiastically to Kay's highly polished belting. Her repertoire ranged from very early Starr, "I'm the Lonesome Gal in Town," to contemporary "Nobody's Business."

She is a vibrant, stimulating performer who gets the audience snapping, tapping and clapping along. One of the formidable rousers of the evening was "Bonaparte's Retreat." Few can quite get the same zestful flavor from the tune as she does.

Backed by a male quartet, she offered a fine rendition of "Someday You'll Want Me to Go."

(Continued on page 40)

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**  
7¢ EACH 8x10  
1000 LOTS \$9.80 per 100  
Post Cards \$3.25 per 1000

**100 8x10 COLOR \$1.10 EACH**  
WE PROCESS YOUR COLOR FILMS

**CopyArt**  
Photographers

A Division of  
JAMES L. KREISSMANN

166 W. 48th St., N.Y. 36 P.L. 7-2323

### A Record Collectors Must!

\* 36 GREAT SHOW TUNES  
BY THE  
GREAT VINCENT YOUNMAN \*

"THROUGH THE YEARS"  
WITH VINCENT YOUNMAN

ON EVERGREEN RECORDS  
6405/1 Madison Avenue  
Represented Nationally by:

Bar Arrigo  
Glenay Productions  
187 W. 48th St., New York, N. Y.  
(212) 54-6485



SIW MALMKVIST accepts a three-quarter gold disk for 750,000 single sales of "Liebeskummer Lohn Sich Nicht" (It Does Not Pay to Be Loversick) from Lief E. Kral, executive vice-president of Metro-Neumeister Records, Germany, in honor of the label's 10th anniversary.

MIKE GROSS



LRP-3396

LIBERTY RECORDS  
proudly presents  
the first album of speeches by  
President Lyndon B. Johnson

This album contains the complete text of President Johnson's "Great Society" address, as well as excerpts from his other important speeches. It is not partisan in nature; rather it serves as an important document in the living history of our country.

**LIBERTY**  **RECORDS**

# Mercury Expands 'Great Music' Series; Bows Eight More LP's

**NEW YORK**—Mercury expanded its "Great Music" series this week with the impressive addition of eight LP's, divided four each between the Baroque

and Classical Era categories. All are new releases with the exception of several sides in the releases. The latter represent previously issued recoupings

and Classical Era categories. But suit the requirements of Mercury's "Great Music" historical period concept.

The repertoire is standard, well established material, true to the label's earlier selections on its "Great Music" library. For the most part, performances are creditable and not paled from an artistic standpoint when compared with most of the competitive versions of the same selections.

The packages are tastefully designed, with eye-catching art covers aimed to attract the customer and lend a quality feeling to the collector's shelf. Liners are written with a knowledgeable hand, toned to a program note level rather than hard-copy.

From a marketing standpoint, Mercury is marketing itself to the library-conscious collector, arranging its release so as to provide within the "Great Music" series a collection of recordings devoted to specific eras within the history of music. This would be of great value to itself well to schools, in addition to those collectors who may like to have someone pre-select for them the notable examples of the various music periods.

The baroque release is well toned to present the present-day appetite for the earlier school of music. The releases in the classical era are the popular was-horries which seem to be greeted by an insatiable market, no matter how many versions appear.

To buttress this release, Mercury is launching a selected consumer magazine campaign. Furthermore, it is holding a special discoursus said to be the most generous to date by the label on behalf of classical product (details on discount available from distributor).

The LP is offered in both mono and stereo versions for \$5.75 through mail-order forms. The taping took place in the Seattle Opera House and is offered as a special limited edition collector's item.

## Seattle Orch Waxes 1st LP

**SEATTLE**—The Seattle Symphony Orchestra has recorded its first album on its own label commemorating its 10th anniversary season. The LP features conductor Milton Katims and the orchestra performing Dohnanyi's "Suite for Orchestra in F-Sharp," Minkus' and Hindemith's "Symphonic Metamorphosis."

The LP is offered in both mono and stereo versions for \$5.75 through mail-order forms. The taping took place in the Seattle Opera House and is offered as a special limited edition collector's item.

## DGG Service In Michigan

**NEW YORK**—Deutsch Grammophon dealers in Michigan will be supplied from the DGG Chicago branch according to an announcement made this week by Jerry Schoenbaum, general manager of MGM's classical division.

Schoenbaum said that the branch carries a complete DGG catalog inventory as well as ample promotional material for Michigan dealers.

DGG representatives are now calling on Michigan dealers.

## Vanguard Price Policy Pays Off

**NEW YORK**—Vanguard's new price policy on its budget classical line has resulted in a sharp sales increase, according to Herb Corsack, the label's sales manager.

The new policy, in effect for one month, has a \$1.98 price

and Classical Era categories. All are new releases with the exception of several sides in the releases. The latter represent previously issued recoupings

and Classical Era categories. But suit the requirements of Mercury's "Great Music" historical period concept.

The repertoire is standard, well established material, true to the label's earlier selections on its "Great Music" library. For the most part, performances are creditable and not paled from an artistic standpoint when compared with most of the competitive versions of the same selections.

The packages are tastefully designed, with eye-catching art covers aimed to attract the customer and lend a quality feeling to the collector's shelf. Liners are written with a knowledgeable hand, toned to a program note level rather than hard-copy.

From a marketing standpoint, Mercury is marketing itself to the library-conscious collector, arranging its release so as to provide within the "Great Music" series a collection of recordings devoted to specific eras within the history of music. This would be of great value to itself well to schools, in addition to those collectors who may like to have someone pre-select for them the notable examples of the various music periods.

The baroque release is well

## BEST SELLING CLASSICAL LP'S

Below is a list of best selling Classical LP's in top Classical Retail Outlets.

This Week

1. VAUGHAN WILLIAMS—Symphony No. 2 (London); Hallé Orch. (Barbirolli); Vanguard SRV-134 SD (S), SRV-134 (M).
2. MAHLER—Symphony No. 8; Utah Symphony (Abravanel); Utah U. & Children's Cho.; Vanguard (2-LP) 71120/1 (S), 1120/1 (M).
3. IVES—Quartets Nos. 1 and 2; Kohan Quartet, NYU; Vox 501120 (S), 1120 (M).
4. STRAUSS—*Ein Heldenleben*; Chicago Symp. (Reiner); RCA Victor VICS 1042 (S), VIC 1042 (M).
5. HAYDN—Symphonies No. 6 (Morning), 7 (Noon) & 8 (Evening); Chamber Orch. of the Sarre (Ristenpart); Nonesuch H 71015 (S), H 1015 (M).
6. FESTIVAL OF RUSSIAN MUSIC; Chicago Symp. Orch. (Reiner); RCA Victor VICS 1068 (S), VIC 1068 (M).
7. THE BAROQUE TRUMPET; Various Chamber Orchestras; Nonesuch H 1002 (M).
8. AN 18TH CENTURY CONCERT WITH THE LONDON HARPSICHORD ENSEMBLE; Nonesuch H 71004 (S), H 1004 (M).
9. BEETHOVEN—Symphony No. 5/SCHUBERT—Symphony No. 8; Boston Symph. Orch. (Munch); RCA Victor VICS 1035 (S), VIC 1035 (M).
10. MOZART—Concerto in A for Clarinet; Michaels, Westfaelisches Symph. (Reichert); Vox 51110 (S), 1110 (M).
11. ORFF—*Carmen*; Burana; Czech Phil. (Smetacek); Parliament S 161 (S), 161 (M).
12. TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano & Orch.; Richter, Czech Phil. (Anercif); Parliament P 120 (S), 120 (M).
13. PUCCINI—*Madama Butterfly*; Moffo, Elias, Valleri, Corelli, Cesari, Roma Opera House Orch. & Cho. (Leinsdorf); RCA Victor 3 (12") VICS 6100 (S), VIC 6100 (M).
14. MENDELSSOHN—*Midsummer Night's Dream*/SCHUBERT—*Rosamunde*; Vienna Philharmonic Orch. (Monteux); RCA Victor VICS 1023 (S), VIC 1023 (M).
15. FRENCH ORGAN MASTERPIECES of the 17th and 18th Centuries; Frédeblé; Nonesuch H 71020 (S), H 1020 (M).

## Marilyn Horne Wins Rave Notices in Debut in London

**LONDON**—Local reviewers are impressed with Marilyn Horne, American soprano who recently made her Covent Garden debut in "Wozzeck."

According to the Daily Mail, the 30-year-old Long Beach, Calif., singer "made a striking debut."

The Daily Express said she projected the English words "with splendid clarity and drama."

West earlier this month, leave next week for appearances in Florida, Georgia and Alabama.

Hi Records' Willie Mitchell, who usually plays full time at a club in Memphis, yielded to promoter Ray Brown and is on a tour of the Midwest plugging his new album, "Hold It's Wine." . . . Frank Wilson, Josie Records star, injured in a crash Oct. 23 near Kenton, Ohio, is playing a 15-day tour of the Midwest with a cast on his leg.

Travis Wammack of Memphis, whose "Scratchy" is climbing, is on tour with English duo Peter and Gordon. . . . The Memphis Keys, who had the hit "Last Night on a Star" a year or so ago, played for a huge crowd awaiting President Johnson when he came to Memphis recently. . . . Hi Records' Bill Black's Combo, who toured the

music meaning, giving the role forceful intensity as well as pathos."

"The Manchester Guardian termed Miss Horne as "firm voiced and accurate."

Other highly favorable reviews came from the Sun and Telegraph.

Miss Horne is married to Henry Lewis, associate conductor of the Los Angeles Philharmonic.

## Hall Is Speaker

**NEW YORK**—Roger Hall, manager of Red Seal for RCA Victor, last week addressed the Armed Forces Communications and Electronic Association in Omaha.

## CARNEGIE HALL A LANDMARK

**NEW YORK**—Carnegie Hall has been designated as New York's eighth historic landmark in central Manhattan. Mayor Robert F. Wagner accepted a plaque from Ronald F. Lee, regional director National Park Service, U. S. Department of the Interior. The plaque, which says that Carnegie Hall has been so designated, will be affixed to the front of the building.

ELTON WHISENHUNT

BILLBOARD, November 14, 1964



**MERCURY DIVIDER CARDS** designed to highlight the label's Great Music Series are aimed at attracting the customer's attention to its releases. Each card, in addition to serving as a divider, also lists other releases in the series.

## ALBUM REVIEWS



### SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve attention. They will have commercial success within their respective categories.

#### SPOKEN WORD SPECIAL

##### MERIT

CLARE LUCE: A CONCERT READING—WOMAN (3-12")

Folkways FL 9603/2

Miss Luce gives a touching and delightful performance of her play, which she wrote, this week the many outstanding radio performances with skill and versatility. She is equally at home in the comic scenes as in "Twelfth Night," or as Lady Anna in "Richard III." The recording is excellent in performance, and the Vienna Cathedral Orchestra, the album takes on added significance, particularly with the Christmas season buying in mind.

#### CLASSICAL SPECIAL MERIT

MOZART: CORONATION MASS/SPARROW MASS

Vincent Chaix Boys, Philips PHM 500-057 (M) PH 900-057 (S)

A good combination. The well-known "Coronation Mass" is well done, with the first recording of "Sparrow," at a companion price. The boys sing with gusto, with dignity and grace by the renowned Vienna Chorus and the Vienna Cathedral Orchestra. The album takes on added significance, particularly with the Christmas season buying in mind.

#### OTHER ALBUMS REVIEWED

##### CLASSICAL

THE STORY OF THE PHILIPS RECORDS, Philips Theater Co., & Mally studio, 1964, \$1.98

Das RATTENSTÜRTZEN, Berlin Stadtkirche, Owners: Schmidt, Schmidt, Berlin, BRD 40162 (S) 41003L-B (S)

# "PRETEND YOU DON'T SEE HER"

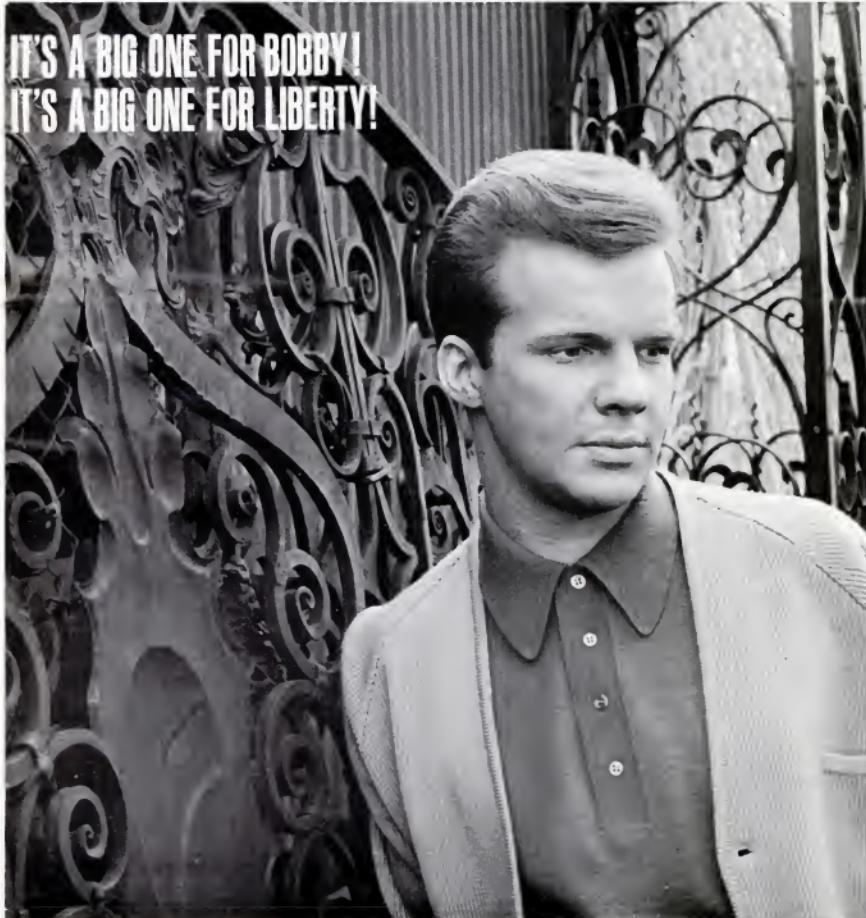
and 'EV'RY LITTLE BIT HURTS'

# BOBBY VEE

#55751



LIBERTY ENTERTAINMENT IS FOR EVERYONE!



# SINGLES REVIEWS

## ACROSS THE AIR

Singles With Top 50 Chart Potential Suitable for Most Radio Station Formats.

**JACK JONES—DEAR HEART** (Northbridge-Witmark, ASCAP) (2:41)—The coupling of a beautiful movie theme written by Livingston, Evans and Mancini; the voice of Jones and a Don Costa arrangement all add up to a powerhouse of a record. Heavy air exposure means sales. Flip: "Emily" (Miller, ASCAP) (3:15). **Kapp 635**

**AL MARTINO—YOU'RE ALL I WANT FOR CHRISTMAS** (Forgie, BMI) (2:33)—Done in his current fine and commercial style. This could be the big Christmas ballad this year. Flip: "Silver Bells" (Paramount, ASCAP) (2:34). **Capitol 5311**

## HOT POP

### SPOTLIGHTS

Singles with Top 50 chart potential suitable primarily for contemporary music formats. (Positions 1 through 50.)

**RICK NELSON—A HAPPY GUY** (Blackwood, BMI) (2:09)—Rick lays the word down in no uncertain terms. Great dance beat with effective lyric line. Flip: "Don't Breathe a Word" (Cricket, BMI) (2:09). **Decca 31763**

**MARVIN GAYE—HOW SWEET IT IS (TO BE LOVED BY YOU)** (Jubete, BMI) (2:57)—Steady hand-clapping Detroit beat featuring educated chanting by Gaye backed by high-registered chorus. A smash all the way around. Flip: "Forever" (Jubete, BMI) (2:23). **Tamla 54107**

**RAY PETERSON—ACROSS THE STREET (IS A MILLION MILES AWAY)** (January-Pifford, BMI) (2:34)—Potent commercial entry. Good lyric delivered with pathos by Peterson. Tex-Mex brass fills background. Flip: "When I Stop Dreaming" (Acuff-Rose, BMI) (2:28). **MGM 13299**

**MILLIE SMALL—DON'T YOU KNOW** (Melody Trails, BMI) (1:52)—Try and keep your feet still while listening to this calypso punctuated entry. Millie's distinctive vocalizing is supported by great brass instrumentation. Flip: "Tom Hark" (Beechwood, BMI) (1:40). **Smash 1946**

**DIANE RENAY—WATCH OUT, SALLY!** (Saturday, ASCAP) (2:34)—Tens aimed rapid-paced delivery by thrush. Finger snapping college cheer whisper will reach the kids. Socks, gutsy guitar and beat riff add to overall excitement. Flip: "Billy Blue Eyes" (Saturday, ASCAP) (2:20). **MGM 13296**

**BOBBY RYDELL—I JUST CAN'T SAY GOODBYE** (Screen Gems-Columbia, BMI) (2:16)—Bob's first waxing for label is moderately dramatic dueling with organ and beat. Flip: "You Is the Loneliest Number" (Gil, BMI) (2:55). Excellent reading on sentimental love ballad. Bobby has never sung better! **Capitol 5305**

**FOUR TOPS—WITHOUT THE ONE YOU LOVE (LIFES NOT WORTH WHILE)** (Jubete, BMI) (2:11)—Here's a hot group right in the commercial groove with wailing hot-pop, r&b song. Tremendous beat and excellent performance. Flip: "Love Has Gone" (Jubete, BMI) (2:50). **Motown 1069**

**BARRY MANN—TALK TO ME BABY** (Screen Gems-Columbia, BMI) (2:25)—It's that Aunty Acid beat couched with British style vocal. Side really moves. Great hop record (sorry we're a little late, folks). Flip: "Amy" (Screen Gems-Columbia, BMI) (2:00). **Red Bird 10-015**

## CHART SPECIAL

(Bottom 50 Chart Potential & "Bubbling Under")

### HOT POP

**FREDDY CANNON—Tee Mock Monkey Business** (AIG, BMI) (2:15)—Little Autograph Seeker (Clarke-Haleen, ASCAP) (2:00). **WAHOO 5467**

**THE YOUNG RHYTHM MODEL** On (Porto J & H) (Hill & Range, BMI) (2:11 & 2:21). **LIBERTY 55747**

**BOBBY VEE—Friend You Don't See Her** (Roseneadow, ASCAP) (2:19). **LIBERTY 55751**

**THE PREMIERS**—So Fine (Eldorado-Wildcat, BMI) (2:25). **CLIFF RICHARD—I Don't Wanna Love You** (Screen Gems-Columbia, BMI) (2:10). **EPIC 9737**

**JACKIE JACKSON—DON'T KNOW WHAT TO Do With Myself** (Odeon, BMI) (2:25). **REPRISE 8133**

**THE ASTRONAUTS**—I'm a Fool (Atlantic, BMI) (2:16). **RICCA 1000**

**SHELLY FARABES—I Know You'll Be There** (Trousdale, BMI) **VEE JAY 432**

**BARRY WHITE—THE TAMBERLAINES—Get** (Patrick, BMI) (2:01). **VALIANT 1000**

**SUE THOMPSON—Paper Tiger** (Acuff-Rose, BMI) (2:25). **HICKORY 1000**

**THE CILLIERS—My Heart Cries for You** (Mammy-Roungnickel-Gladys, ASCAP) (2:40). **DIMENSION 1829**

**THE CHARIOTS—Tiger in the Tank** (RSVY, BMI) (1:56). **RSVY 1166**

### CHRISTMAS

**GLORIA LYNN—On Christmas Day** (Suffolk, BMI) (2:34). **EVEREST 2661**

### SPOTLIGHT WINNERS OF THE WEEK

#### SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard's Review Panel, and its program and sales potential is rated within its category of music. Reviews are presented in the spotlight only. No listing is printed if record receiving a 2 Star rating or under.



## PROGRAMMING

### SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 50 chart potential.

### MIDDLE ROAD

**NANCY WILSON—AND SATISFY** (Kacy, ASCAP) (2:34)—Class and commercial blend as Nancy sells a fine bluesy tale about the man in her life. Swings all the way. Flip: "Take What I Have" (Roosevelt, BMI) (2:17). Same strong potential as above. **Capitol 5319**

**DON COSTA—IF I HAD A HAMMER** (Lodlow, BMI) (1:54)—Could be the third go-round for this hit evergreen. Stirring, powerful arrangement. Great for air play and strong sales appeal as well. Flip: "Put Your Head on My Shoulder" (Spanka, BMI) (2:39). **DCP 1121**

**JUNE VALLI—EMPTY ROOMS** (Zeller, ASCAP) (2:49)—A country flavored tear-jerker tenderly rendered by Miss Valli in fine style. It's simplicity and beauty make it a good bet for the charts as well as sales. Flip: "I'm Made for Love" (South Mountain, BMI) (2:45). **DCCP 1120**

**SHIRLEY BASSEY—GOLDFINGER** (Uarit, BMI) (2:48)—Fine performance from the soundtrack of the new James Bond film. Already a hit abroad, will draw much attention here. Other outstanding performances of this theme are done by Marty Gold on RCA Victor, John Barry on U.A. and Billy Strange on Crescendo. Flip: "Strange How Love Can Be" (Gallahad-Chappell, ASCAP) (2:19). **United Artist 799**

### REVIEWED THIS WEEK, 119—LAST WEEK, 146

### GUEST PANELIST OF THE WEEK

#### GEORGE KLEIN

WBHQ, Memphis

WBHQ-Radio,

6-10 p.m., M-Sat.

WBHQ-TV, 5-6 p.m. Sat.

#### WALK SOFTLY

Joanne Touchstone

Sound Stage 7



Each week a program director and/or designer is invited to sit-in and help Billboard's Review Panel spotlights. When we're in town we're in the New York office, peep into Hoboken and via special WATS long-distance speaker-phone hook-up. An opportunity is also given the guest to publicize his own or station's "Pick of the Week."

**SANDY SHAW—(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME** (Jungnickel Blue Seal-Jac, ASCAP) (2:42)—Seems we've heard this great tune before. Exciting pop-r&b entry cut by Lou Johnson a while back. Current in Top 5 on British chart. Sounds like a smasheroo. Flip: "Don't You Know" (Giessando, BMI) (2:08). **Reprise 0328**

**THE BARBARIANS—YOU'VE GOT TO UNDERSTAND** (Joy, ASCAP) (2:07)—Basic British soul but American group. Patterned after drummers Dave Clark Five et al., group featured drummers with mechanized sticks. Side is a real rocker. Group will appear in forthcoming Electrōnōvision production. Flip: "Hey Little Bird" (Drury Lane, BMI) (2:21). **Joy 299**

### CHRISTMAS

**FOUR SEASONS—I SAW MOMMY KISSING SANTA CLAUS** (Henderson, ASCAP) — and this momma is a swinger! Hit sound of Seasons with the high-pitched vocal of oldie Christmas tune. Boys give it a rockin' twist. Flip "Christmas Tears" (Lois, BMI) (2:08). **Vee Jay 626**

**BEACH BOYS—THE MAN WITH ALL THE TOYS** (See of Times, BMI) (1:30)—Yes, momma there is a surfin' Christmas. Boys give expected harmonica treatment to cutie up-tempo Christmas-type tune. Flip: "Blue Christmas" (Bibo, ASCAP) (3:07). **Capitol 5312**

### Album Reviews on Page 56

### COUNTRY & WESTERN SPOTLIGHTS

**CLAUDE KING—THIS LAND OF YOURS AND MINE** (Cedarwood, BMI) (2:12)—Strong patriotic rouser that could possibly hit the pop market after it hits the c&w charts. Flip: "Whirlpool" (Gallico, BMI) (2:26). Same commercial appeal as above. **Columbia 43157**

**RAY PRICE—A THING CALLED SADNESS** (Pampers, BMI) (2:43)—Sad, plaintive tale of loneliness tenderly rendered in the Frist style. Flip: "Here Comes My Baby Back Again" (Tree, BMI) (2:40). **Columbia 43162**

**GEORGE LEE—I WOULDN'T KNOW ABOUT THAT** (Glad-Starday, BMI) (2:07)—His own catchy, rhythmic tale about what's goin' on behind his back while he's out of town! Chalk up another hit for George! Flip: "You Better Treat Your Man Right" (Lois, BMI) (2:29). **Mercury 73262**

**KITTY WELLS—KILL HIM WITH KINDNESS** (Staff-R-R, BMI) (2:24)—Good advice to the girls smoothly read by the hard to beat, Kitty Wells. Plenty of sales here! Flip: "I'll Repose My Heart" (Wells, BMI) (2:00). **Decca 31705** (Continued on page 44)

### MIDDLE ROAD

**VIC DANA—Frenzy** (April, ASCAP) (2:15). **DOLTON 301** **FRANCIS—Sweet Georgia Brown** (Resent, ASCAP) (2:05). **REGINA 1328**

**JOHN FROMAN—Olema, Olema, Oleka** (Perhaps, Perhaps, Perhaps, ASCAP) (2:01). **EPIC 9735**

### RHYTHM & BLUES

**THE JIVE FIVE—United** (Pollard, BMI) (2:47). **SKETCH 219** **HARRY BALLARD—Let's Get the Show on the Road** (Hi-Fi, BMI) (2:33). **KING 5554**

**MARCH IN UNISON—Don't Be Good to Me** (Four Star, BMI) (2:15). **MERCURY 72363**

**LEROY VAN DYKE—Ame of a Thousand Days** (Bandsell, BMI) (2:05). **MERCURY 72340**

**ROY CLARK—Down Yonder** (LaSalle, ASCAP) (1:52). **CAPITOL 5302**

### CHRISTMAS

**SEBASTIAN TEMPLE—The Perfect Family** (Eureka & Bob White, ASCAP-BMI) (2:00). **CAPITOL 2013**

**BILLBOARD**, November 14, 1964

A NEW BIG SMASH ON RSVP

# TIGER IN THE TANK

The  
Chariots

RSVP 1105

100,000  
SOLD IN  
5 DAYS

Order Now:

**RSVP**  
RECORDS, INC.

1650 Broadway  
New York, N. Y. 10019  
212 Judson 6-6707



DEAR F.T.C.  
I read  
your rules  
but . . .

With customers like some we've got, who can discriminate? Let me tell you about one. His name is SAM LATE—late to order, late to deliver to retailers, late to re-order and service, late to collect and . . . strangely enough, late to pay us.

Recently Sam asked permission to return some records that were shipped to him less than two months ago. An overzealous, under-experienced salesman of ours gave him permission. Knowing Sam, and his allergy (the breaks out in spots when he has to pay a bill) I examined his "return" carefully. It was virgin! Sealed as the day we shipped it to him. Gnashing my teeth, I visited our order department, and was told that through Sam's new order for a title-by-title similar shipment dated one day after his request to return was made.

This return and re-order "practice," we figure, costs Sam (in freight bills et al.) about 35% of the best possible profit he can make on our line for a whole year. . . . so why embarrass him by telling you his real name. But here's the point: who he is—we promulgated a special discriminatory memo to him today—he's no longer our customer.

Actually we were lucky this time. Usually Sam doesn't pay and doesn't return either! Sam doesn't like to lensken competition.

Excuse me, F.T.C.—but is this discriminatory practice on our part—y'know cuttin' Sam off and all—ok with you?

Respectfully yours,

ARTHUR SHINKIN  
Golden Records  
630 Fifth Ave.,  
N.Y. 20, N.Y.

P.S. All customers named  
who pay their bills  
—excuse me—too.



## RHYTHM & BLUES

### R&B D.J. ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL REDMAN.

NATIONAL BREAKOUTS are those records repeating sales in a significant number of regions and can be claimed as "hot" in their records.

STATE BREAKOUTS are records with a breakthrough in one or more regions of the U.S. but not in sufficient number of areas to date to be considered national in scope.

Individual disk jockey reports give those records that are making their first appearance in the local top 15, the local breakthrough, records with based initial action in each market and the top 15.

#### HAL JACKSON—WINJ, NEW YORK CITY

- REC'D TO WATCH
- SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
- EVERYTHING'S LOST—Gladys Knight & Pips, Maze

I CAN'T WAIT TO SEE MY BABY'S FACE—Sammy Davis, Jr., Atlantic

FIND YOURSELF ANOTHER LOVE—Tina Turner, Atlantic

THE PRICE—General American

THE PRICE—Sammy Davis, Jr., Atlantic

BECAUSE I DON'T HAVE YOU—Cheese Jackson, Wrecking Crew, Atlantic

FOR ME—Sammy Davis, Jr., Atlantic

THE ST—Clyde & Rocco, Cappuccino

DO YOU LOVE ME—Light Leave—Clare Thomas, Atlantic

UNFORGIVEN—Samie, Atlantic

HOW TO SUCCEED IN LOVE—Martha Jones, Atlantic

ARE YOU SWEET—Samie, Atlantic

JOE BROWN—Samie, Atlantic

HAL JACKSON—Paragon

#### BILL FORD, DIGGY DOO & BIG WYD, BATON ROUGE, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Johnny Haskin, Chess

LET ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

MATHEW THOMAS—Shirley, Atlantic

ED (SCREAMING) TEAMER—WYD, NEW ORLEANS, LA.

- BREAKOUTS
- THEY CAN TELL ME GOODBYE—Sammy Davis, Jr., Atlantic

TELL ME LOVE YOU—B. B. King, King

THE PRICE—Sammy Davis, Jr., Atlantic

BEAUTIFUL BLUES—B. B. King, King

# Watch it, Oscar! Here comes Jack!

**Here comes Jack Jones with a top  
contender for the 1964 Academy Award.**

## JACK JONES SINGS DEAR HEART



THE TITLE SONG FROM THE NEW  
WARNER BROS. PICTURE WHICH COULD  
BE AN ACADEMY AWARD WINNER

(45 RPM)

*Jack Jones records exclusively for Kapp Records*



# C & S Gala Set Nov. 15

NEW YORK — The sweet sounds of nostalgia will fill the nation's airwaves Sunday, Nov. 15, as the Chase & Sanborn 100th Anniversary Radio Show gets set for NBC Radio's Motivator.

The 55-minute spectacular will recall the programs of the '30's and '40's when everyone gathered around the Alwater Kent every Sunday night to hear the great names in show business.

These names will be back, to be heard as they were originally broadcast. Edgar Bergen with Charlie McCarthy and Mortimer Snerd, veterans of many a Chase & Sanborn Hour, will introduce the bits culled from old electrical transcriptions. The show will be broadcast. [\(Continued on page 40\)](#)

## KHJ-TV Theme

HOLLYWOOD — KHJ-TV's "9th Street West" show theme has been recorded by Barry Young on the AM label. This is probably the first time in history that a local TV show's theme song has been put on wax. Host Sam Riddle's guests this past week were Bobby Vernon, Lou Johnson, Roosevelt Grier, the Rip Chords and Lou Christie.

## PROGRAMMING NEWSLETTER

### Comments on Record Business

By BILL GAVIN  
Contributing Editor

WE SELDOM COMMENT in this column on various details of the record business, interesting though they are. It is our belief that observations about the producing and selling of phonograph records should be reserved to those who have more first-hand knowledge and experience than we do. The following comments about the record business are offered simply because certain current developments strongly effect radio programming practices and policies. From what we have heard and read about the record business, it would appear that (1) sales by retail outlets are in decline, (2) that the largest share of total singles volume is being accounted for by the racks, (3) that a growing number of retail outlets are being serviced directly by one-stop rather than by distributors and (4) that some large rack operators obtain some of their stock directly from manufacturers or from distributors in other cities, which may be owned or controlled by the rack jobber itself through complex and interlocking corporate setups.

Whether these are good things or bad things, we leave it for others to determine. From radio's point of view, they may be neither good nor bad, but they present some special problems. One of the biggest problems is the growing difficulty of being experienced by many stations in determining which records are hits.

IN THE OLD, PRE-TELEVISION DAYS, hits were determined by the sales of sheet music. Then the old Lucky Strike "Hit Parade" announced that his hits were determined by a combination of record sales, sheet music sales and juke box play. With the advent of "top 40 radio," it was determined by a survey of retail record sales in individual markets. Most of the national radio today continues to be based on weekly reports by retailers of their best selling singles. It seems to follow, then, that as the retailers' share of the singles market continues to diminish, retail sales statistics offer a progressively smaller degree of reliability for the guidance of programmers.

This, of course, is not unique to the top five hits, or the top 15 or 20, for that matter. What it does is to make it increasingly difficult to determine which new records on a station's playlist are being favorably received by the listening audience.

The record retailer has a special problem. The amount of space and the size of inventory that he allocates to singles must be in some relationship to his total volume of singles sales. As this volume

# Radio-TV PROGRAMMING

READ-TO-GO PROGRAMMING • VOX JOX  
• PROGRAMMING NEWSLETTER

### THERE'S TIGER IN THEIR LP

TORONTO — "Garbage" is one of the liner note quotes on "The World's Worst Joke Box," just issued on the Arc label. The joker is Al Bolisks, morning man on CKEV, Toronto, who started his "world's worst jokes" radio feature a year ago on a Kingston station 11 years ago and carried it with him through CKSL, London, CHUN, Toronto to CKYEY, Straight man on the disk is Bill Brady, wake-up man on CFPL, London.

There are 29 cuts on the album, each one with three or four quick and corny jokes, with music intro and hysterical laughter included, and it's up to its title. E.g., "It's May some love songs"; "How about 'Hold That Tiger'"; "...That's no love song"; "It is to a tiger."

### SESAC Offers Yule Package

NEW YORK—A special collection of holiday production aids containing five SESAC LP albums is being made available to broadcasters on an outright sale basis for \$9.95.

"The Christmas Package" features a "Harp Woods and Interludes" production disk plus four additional LP programming aids of Christmas carols and pop holiday songs. The disk consists of 25 selections ranging from "Jingle Bells" to models for themes and backgrounds to incidental harp effects, dramatic interludes, endings, modulations and arpeggios.

Completing the basic package are holiday selections by the Anita Kerr Singers, Don Janse Chorale, William Dawson Chorale, plus the Elliot Lawrence Orchestra in a special yuletide "Just a Minute" album.

declines, he becomes more reluctant to stock new releases, no matter how heavily they are being featured by local radio stations. Obviously, if the variety of his new product is limited, his weekly reports to the stations can hardly reflect an accurate cross section of customer demand.

THE COMPETITION from the racks is another retail problem which tends to bias the accuracy of his reports. The racks, as a standard rule, are located in the areas which provide the fastest turnover. This siphons off a considerable volume of potential retail sales for an established hit. As a result, it is quite possible for a retailer to drop a record completely from his reports while it continues to sell in large volume on the racks.

Some stations try to compensate by expanding their sales area into one-stop record dealers. This is not always as satisfactory as it might seem. Many of the locations serviced by the one-stops have 100 per cent return privileges, the same as the one-stops themselves. It is sometimes not possible to know how well a record has sold through the one-stop channels until all returns are in. Purchases from one-stop, while often indicative of popularity, tends to be frequently influenced by the locations of the various boxes; which in turn determine the kind of records that can or cannot be used.

Theoretically, the distributor himself should be the fastest and best source of information on record popularity. He should be in the market or more ahead of action on the retail level. Unfortunately, this is no longer so true today as it used to be. Not a few distributors have told me that their total volume on a hit record has been drastically reduced below its anticipated potential, simply because of transhipping into their areas. On the other hand, he occasionally receives news from manufacturers to look for a big break-off for a record from a certain city, because the distributor has ordered heavily. It turns out that there is no retail sale at all in that city because the big order was transhipped elsewhere.

MANY RECORD PEOPLE bewail the present tendency of pop format stations to curtail their playlists and their charts. The radio people reply that "There just aren't 40 real hits anymore." As far as their show is concerned, they are right. As the radio people say, the top hits are exclusively theirs, as the distributor has to exert greater care in introducing new material, and as the distributor is less inclined to take chances with new releases, the interest of record buyers in new hits tends little by little to ebb away.

Record people can hardly expect radio to expose a wide variety of new product when current trends in record merchandising are pointed toward greater concentration on proven material.



"FRIENDSHIP, friendship, just a perfect friendship" . . . WERE radio's morning man, Bob Neal, receives vocal birthday greetings from two old singer friends. Singing up a storm are: left, Mike Douglas, host of afternoon syndicated television show taped live at KYW-TV, Cleveland; and Johnny Desmond, in Cleveland for a public appearance.

### KMLA Bought By Sonderling

LONG BEACH, Calif.—The Sonderling Group which owns country-western outlet KFOX here, has purchased KMLA, leading FM station in an expansion move to blanket the Los Angeles area with c&ws sounds.

Sonderling is currently awaiting FCC approval. KFOX's general manager Dick Schofield would not announce the purchase price.

Take-over is planned for Jan. 1 with the outlets simulcasting KFOX's programs. KMLA is a 60,000-watt station and is Los

Angeles' pioneer stereo station. KFOX with only 1,000 watts from Long Beach, has found it difficult to cover the large Los Angeles market because of a weak signal problem.

Schofield said this was the first time a c&ws AM station had bought into the Los Angeles FM market. The purchase was made by Egmont Sonderling from Jack Jeifer, head of the organization owning KMLA.

Schofield added that KMLA's air personalities would be [\(Continued on page 40\)](#)

### MORE RADIO NEWS ON PAGE 40

### YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of those times.

#### POP—5 Years Ago November 16, 1959

1. Mr. Blue, Fleetwoods, Delta
2. Mac the Knife, B. Darin, Atco
3. Don't You Know, D. Reese, RCA Victor
4. Put Your Hand on My Shoulder, P. Anka, ABC-Paramount
5. Hassocks by the Number, G. Mitchell, Columbia
6. Lonely Street, A. Williams, Cadence
7. Teet Beat, S. Nelson, Imperial
8. Deck of Cards, W. Martindale, Dot
9. So Many Ways, B. Benton, Cadence
10. Prime Lane, J. Wallace, Challenge

#### RHYTHM & BLUES—Five Years Ago

So Many Ways, B. Benton, Mercury  
Dance With Me, Drifters, Atlantic  
Don't You Know, D. Reese, RCA Victor  
Palace Fly, Coasters, Atco

#### Pop—10 Years Ago November 13, 1954

1. I Want You Now, E. Fisher, RCA Victor
2. Hey, There, R. Cleoney, Columbia
3. This Old House, R. Cleoney, Columbia
4. Papa Loves Mambo, P. Corno, RCA Victor
5. I Want You to Be True to You, D. Day, Columbia
6. Hold My Hand, D. Cornell, Coral
7. Shake, Rattle and Roll, B. Haley, Decca
8. Take Me Tonight, DeCastro Sisters, Abbott
9. Mr. Sandman, Chordettes, Cadence
10. Askin, R. Martarelli, Mercury

#### RHYTHM & BLUES—Five Years Ago

#### November 16, 1959

Always, S. Turner, Big Top  
The Clouds, Spacemen, Alan  
Smooth Operator, S. Vaughan, Mercury  
I Don't Know, R. Brown, Atlantic  
Misty, J. Mathis, Columbia

### MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

| This<br>Last<br>Week | Title, Artist, Label   | From This week's Hot 100 | Weeks on<br>Hot 100 |
|----------------------|--|--------------------------|---------------------|
| 1                    | THE DOOR IS OPEN TO MY HEART, Dean Martin, Reprise 0307            | 8                        | 3                   |
| 2                    | RINGO, Lorin Morgan, RCA Victor 8444                               | 8                        | 3                   |
| 3                    | WE SING THE SUMMER, G. Garrett, RCA Victor 8388                    | 10                       | 7                   |
| 4                    | SUMMER SONG, C. Stone & J. Clevie, World Artists 1027              | 14                       | 7                   |
| 5                    | WHO CAN I TURN TO, Tony Bennett, Columbia 43141                    | 1                        | 1                   |
| 6                    | SOFTLY, AS I LEAVE YOU, Fran Slezak, Reprise 0301                  | 11                       | 1                   |
| 7                    | WE UNDERSTAND, Johnnie Tillotson, Nat King Cole, Capitol 5251      | 1                        | 1                   |
| 8                    | WE COULD, Al Martini, Capitol 5293                                 | 2                        | 1                   |
| 9                    | MY LOVE FOREVER ME (Ariene, Sesame), Robert Goulet, Columbia 43131 | 4                        | 1                   |
| 10                   | FOUR STRONG WINDS, Bobby Bare, RCA Victor 8443                     | 1                        | 1                   |
| 11                   | ONE MORE TIME, Ray Charles Singers, Command 4057                   | 1                        | 1                   |
| 12                   | WILLOW WEEP FOR ME, Ned & Jersey, World Artists 1034               | 1                        | 1                   |
| 13                   | ALMOST THERE, Andy Williams, Columbia 43128                        | 1                        | 1                   |

THE  
**HULLABALLOOS**

Recorded in England by

HUGO  
of  
LUIGI  
PRODUCERS

THE  
**HULLABALLOOS**

*A Smash in England and Clear Across the U.S.A.*

THE

**HULLABALLOOS**

*Now on Roulette*

ENGLAND'S NEWEST SINGING SENSATIONS

**I'M GONNA  
LOVE YOU TOO**



**The Hullaballoos**



**ROULETTE**

# WE WENT BIG FOR NOVEMBER...



**SANTA ORDERS** are already in—enough sure-fire Mercury hits to keep his elves loading up the sleigh from here to Christmas. Santa's learned you can't go wrong with Mercury when it comes to satisfying your customer. The November list has host of favorites for every taste. Don't worry about how to fit an LP into a stocking. Take a tip from Santa: "Throw away the stocking and stock up on Mercury." Good advice, especially now that the big releases are ready, breaking just in time to capture the Christmas rush.

**POPULAR** From the Smothers Brothers to Abbe Lane, from Johnny Mathis to Quincy Jones, we have a release that reaches into every important market.



**THE MANY SIDES OF ABBE LANE**—The beautiful and versatile Abbe Lane has all the many moods of love lyrics—from combustible to combustible.



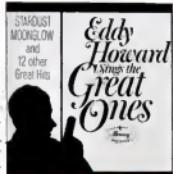
**GOLDEN BOY**—Quincy Jones and his band are bringing the sound of orchestral strings from the title song of Broadway's latest hit to the Beatle-born "A Hard Day's Night."



**TOUR DE FARCE**—The Smothers Brothers' very own brand of hilarious history. Undeniably their funniest album yet.



**COUNTRY MUSIC FOR PEOPLE WHO DON'T LIKE COUNTRY MUSIC**—The Clebennoff strings bring an exciting big orchestra sound and sophisticated new dimension to great country hits like "Ring My Bell" and "I Walk The Line." Interesting look. Intriguing album.



**EDDY SINGS THE GREAT ONES**—Golden hits from the American pop library, performed by Eddy Howard, the great-singer who died too young.



**ROLL OUT THE PIANO**—Del Wood. The down-and-outer gal of the piano, the grand lady of the eighty-eight.



**ALLEN & ROSSI**—A laughing live recording from The Sands In Las Vegas.



**OLE**—All the stirring passion and exciting rhythms of Latin-American music as performed by one of the greatest of America's popular singers, Johnny Mathis.

**GREAT MUSIC SERIES** Everyone can have a complete collection with this brilliantly compiled series.



**VIVALDI CONCERTOS**—Soloists & Orch.—A. Ounamé



**COUPERIN RAMEAU**—Les Nations; RAMEAU Concerts en Seconde; Stuttgart M. Couraud



**OBOE CONCERTOS**—Mendel, Telemann, Dittersdorf, J. S. Bach.



**BAROQUE DANCES A DIVER- SIONS** by Corelli, Porcelli, Vivaldi, Albinoni, and others—Barbeau



**MOZART**—Serenades, Eine Kleine Nachtmusik; Wind Serenade No. 10; London Sym.—Dorel; Eastern Wind Fennell



**MOZART**—Piano Concerto No. 20; Clara Haskil, Pianist; Vienna Sym.—B. Peumgartner



**HAYDN**—Symphony No. 96—Sym. No. 88; Piano Concerto in D. Lamoureux; Benzl-Ingrid Heebler, Pianist



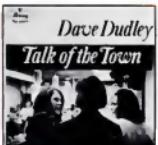
**Hungarian Symphonies**—No. 96 in G Major "Surprise"—Philharmonica H. Hungarica—A. Dorati

# SANTA'S ORDERS

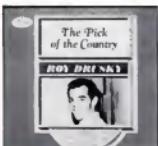
**COUNTRY & WESTERN** It's sure to be a country Christmas for many gift-givers with these new albums.



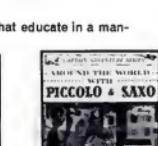
**LEROY VAN DYKE AT THE TRADE WINDS**—The electric and exciting highlight of Leroy Van Dyke's "In person" Ft. Lauderdale performance.



**TALK OF THE TOWN**—Dave Dudley, the fast rising star in the country field, sings the plight of love gone wrong.



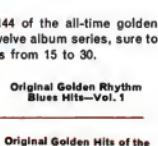
**THE PICK OF THE COUNTRY**—12 of the all-time great country numbers turned into all-new listening experiences with the tremendous talent of Ray Crutch.



**AROUND THE WORLD WITH PICCOLO & SAXO**—An entertaining and educational tour of foreign lands and foreign music.



**CAPTAIN ADVENTURE SERIES** Albums that educate in a manner that is fun for all children.



**GOLDEN HIT SERIES** 144 of the all-time golden favorite hits now in this twelve album series, sure to be remembered by buyers from 15 to 30.



Original Golden Hits of the Great Groups—Volume II

Original Golden Rhythm Blues Hits—Vol. I

Original Golden Instrumental Hits—Volume I

Original Golden Hits of the Great Groups—Vol. III

Original Golden Hits of the Great Blues Singers—Volume II

Original Golden Town and Country Hits—Vol. I

Original Golden Hits of the Great Blues Singers—Vol. III

Original Golden Teen Hits—Vol. III

Original Golden Teen Hits—Volume I

Original Golden Hits of the Great Groups—Volume IV

Original Golden Teen Hits—Volume II

Original Golden Hits of the Great Blues Singers—Vol. IV

HE ALSO ASKS THAT YOU FILL OUT THIS ORDER FORM  
SO NO ONE WILL BE DISAPPOINTED THIS CHRISTMAS

QUANTITY  
STEREO MONO  
QUANTITY  
STEREO MONO

MANY SIDES OF  
ABBE DUARDE—Anne Lane  
SR 60930 MG 20930 ——  
GOLDEN BOY—Quincy  
Jones & His Orch.  
SR 60938 MG 20938 ——  
TOUR DE FARCE  
(American History & Other  
Unrelated Subjects)  
—Smothers Bros.  
SR 60940 MG 20940 ——  
COUNTRY MUSIC FOR  
PEOPLE WHO DON'T  
LIKE COUNTRY MUSIC  
—Clebanoff  
SR 60949 MG 20949 ——  
LEROY VAN DYKE  
AT THE TRADE WINDS  
—Leroy Van Dyke  
SR 60950 MG 20950 ——  
TALK OF THE TOWN  
—Dave Dudley  
SR 60951 MG 20970 ——  
SWEET SONGS OF  
MOUNTAINS AND  
VALLEYS—Faron Young  
SR 60971 MG 20971 ——  
EDDY SINGS  
THE GREAT ONES  
—Eddy Howard  
SR 60972 MG 20972 ——  
THE PICK OF THE  
COUNTRY—Roy Drina  
SR 60973 MG 20973 ——  
ROLL OUT THE PIANO  
—Dell Wood  
SR 60976 MG 20976 ——  
ALLEN AND ROSSI IN  
PERSON AT THE SANDS  
—Marty Allen & Steve Rossi  
SR 60979 MG 20979 ——  
"OLE!"—Johnny Mathis  
SR 60988 MG 20988 ——

HAYDN Symphony  
No. 44 in G Major  
"Surprise"—Philharmonics  
H. Hungarica—A. Dorati  
SR 60415 MG 20415 ——

**CAPTAIN ADVENTURE SERIES**

PICCOLO, SAXO AND  
A LITTLE STORY OF  
A BIG ORCHESTRA  
—CCM-200  
PICCOLO, SAXO & THE  
JOLLY TIME CIRCUS  
—CCM-201  
AROUND THE WORLD  
WITH PICCOLO & SAXO  
—CCM-202

**CHILDREN'S CLASSICS**

THE STORY OF THE  
NUTCRACKER PRINCE.  
THE STORY OF THE  
TWELVE DANCING  
PRINCESSES.  
Tchaikovsky  
—Minneapolis Orch.

CCM-250

THE STORY OF THE  
SORCERER'S APPRENTICE.  
THE STORY OF THE  
TILL ELMENDORF'S  
MERRY PRANKS.  
Minneapolis Orch.—Dorati,  
Detroit Orch.—Paray  
—CCM-251

**GOLDEN HITS SERIES**

ORIGINAL GOLDEN  
HITS OF THE GREAT  
GROUPS—VOL. 2  
—MGH 25000

ORIGINAL GOLDEN  
INSTRUMENTAL HITS  
—VOL. 1  
—MGH 25001

ORIGINAL GOLDEN  
HITS OF THE GREAT  
BLUES SINGERS—VOL. 2  
—MGH 25002

ORIGINAL GOLDEN  
HITS OF THE GREAT  
BLUES SINGERS—VOL. 3  
—MGH 25003

ORIGINAL GOLDEN  
TEEN HITS—VOL. 1  
—MGH 25004

ORIGINAL GOLDEN  
TEEN HITS—VOL. 2  
—MGH 25005

ORIGINAL GOLDEN  
RHYTHM & BLUES HITS  
—VOL. 1  
—MGH 25006

ORIGINAL GOLDEN  
HITS OF THE GREAT  
GROUPS—VOL. 3  
—MGH 25007

ORIGINAL GOLDEN  
TOWN & COUNTRY  
HITS—VOL. 1  
—MGH 25008

ORIGINAL GOLDEN  
TEEN HITS—VOL. 3  
—MGH 25009

ORIGINAL GOLDEN  
HITS OF THE GREAT  
GROUPS—VOL. 4  
—MGH 25010

ORIGINAL GOLDEN  
HITS OF THE GREAT  
BLUES SINGERS—VOL. 4  
—MGH 25011

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_ TITLE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_





# THE KENNEDY WIT NOW AVAILABLE ON RECORD



★ ★ ★ ★ ★ ★ ★ ★

## THE KENNEDY WIT

★ ★ ★ ★ ★ ★ ★ ★

*Selections  
from famous Speeches,  
Press Conferences  
and Off-the-Cuff Remarks—  
Edited by BILL ADLER*

★ ★ ★ ★ ★ ★

DAVID BRINKLEY

*Narrator*

★ ★ ★ ★ ★ ★

*Spoken Introduction by*

ADLAI E. STEVENSON

# RCA VICTOR

 The most trusted name in sound 

# HOT 100

★ **STAR** performer—Sides registering greatest proportionate upward progress this week.

| WEEK | W. | ARTIST | TITLE                              | LABEL & NUMBER                          | WEEKS |
|------|----|--------|------------------------------------|---|-------|
| 1    | 1  | 6      | BABY LOVE                          | Supremes, Motown 1644                   | 7     |
| 2    | 4  | 14     | 20 LEADER OF THE PACK              | Shangri-Las, Decca 16414                | 6     |
| 3    | 2  | 3      | LAST KISS                          | J. Frank Wilson & His Band, Jade 932    | 11    |
| 7    | 11 | 16     | COME A LITTLE BIT CLOSER           | Joe & The Americans, United Artists 779 | 10    |
| 5    | 6  | 7      | HAVE I THE RIGHT?                  | Ray Charles, Atlantic 7107              | 9     |
| 6    | 8  | 12     | THE DOOR IS STILL OPEN TO MY HEART | Eric Clapton, Reprise 6057              | 8     |
| 1    | 3  | 2      | I DO WADDY DIDDY                   | Marvin Gaye, Motown 2157                | 11    |
| 1    | 5  | 6      | LET IT BE                          | Betty Everett & Jerry Bock, Vee Jay 316 | 11    |
| ★    | 22 | 45     | SHE'S NOT THERE                    | Zombies, Parrot 945                     | 5     |
| ★    | 28 | 62     | RINGO                              | Lions, RCA Victor 6446                  | 3     |
| 11   | 8  | 5      | OH, PRETTY WOMAN                   | Elton John, Atlantic 8001               | 12    |
| 10   | 4  | 14     | WE'LL SING IN THE SUNSHINE         | Elle Gabor, RCA Victor 8056             | 8     |
| ★    | 20 | 32     | YOU REALLY GOT ME                  | Clash, Reprise 8056                     | 8     |
| 9    | 10 | 12     | CHUG-A-LUG                         | Big Apple, Sonet 1994                   | 11    |
| 15   | 14 | 15     | TOBACCO ROAD                       | Merle Travis, London 9460               | 10    |
| 13   | 9  | 11     | LITTLE HONDA                       | Holden, Mercury 7334                    | 10    |
| 17   | 18 | 23     | AIN'T THAT LOVING YOU BABY         | Stevie Wonder, Epic 9446                | 6     |
| ★    | 30 | 46     | TIME IS ON MY SIDE                 | Dolly Parton, London 9796               | 5     |
| ★    | 33 | 51     | I'M GONNA BE STRONG                | One Piece, Motown 1645                  | 4     |
| 20   | 23 | 30     | IT IS TRUE                         | Brinsford Lee, Decca 31490              | 3     |
| 25   | 35 | 70     | MR. LONELY                         | Dobby Vane, Epic 9774                   | 3     |
| 22   | 26 | 31     | ASK ME                             | Merle Haggard, Columbia 8164            | 6     |
| 22   | 25 | 19     | EVERYBODY KNOWS                    | Sam Cooke, Epic 9723                    | 7     |
| 24   | 16 | 20     | I DON'T WANT TO SEE YOU AGAIN      | Paul & Linda McCartney, Capitol 8275    | 7     |
| 25   | 29 | 5      | 2 DANCING IN THE STREET            | Marvin & The Vandellas, Gordy 7023      | 13    |
| 26   | 17 | 18     | I LIKE IT                          | Gerry and the Pacemakers, Lava 2271     | 8     |
| 27   | 19 | 21     | I'M CRYING                         | Animals, MGM 10274                      | 8     |
| ★    | 41 | 57     | 64 I'M INTO SOMETHING GOOD         | Mercury, London 12346                   | 5     |
| ★    | 40 | 79     | EVERYTHING'S ALRIGHT               | Abraham, Hickory 1282                   | 4     |
| 39   | 36 | 67     | REACH OUT FOR ME                   | Steve Winwood, Atlantic 1260            | 4     |
| ★    | 46 | 61     | RIGHT OF WRONG                     | Bookie, Decca 1792                      | 4     |
| 21   | 13 | 7      | A SUMMER SONG                      | Frankie Lymon, Decca 1793               | 14    |

**HOT 100—A TO Z—(Publisher-Licenses)**

1 Had a Tad With Me  
2 I Like It Well (1961)  
3 I'm Crying (1961)  
4 I'm Doin' (1961)  
5 I'm Takin' Something Se-  
(BRUNO)  
6 I've Got a Brand New  
7 I've Met The Lovin'  
8 Is It You (Sister)  
9 It Ain't Me (Sister)  
10 It's a Long Way to  
Jump Back (Sister)  
11 Last Bits (Sister)  
12 Little Bit (Sister)  
13 Let It Be (Sister)  
14 Little Lovin' Girl (Sister)  
15 Little Sandy-Boots (Sister)  
16 Little Maxie (Sister)  
17 Look Away (Sister)  
18 Lovin' You (Sister)  
19 Mr. Lovin' (Sister)  
20 Mountain of Love (Vocal)  
21 My Love (Fingers Up)  
22 My Love (I'm Lovin' You)  
23 Never Treat a Woman  
24 Oh, No! We Must Be  
25 Oh, No! We Must Be  
26 Oh, Shoot That Dance  
27 Opportunity (Knees Up)  
28 Knock Out But Me  
29 Knock Out But Me  
30 Eight or Wrong (Canadian)  
31 Step (Kneeless), 4500  
32 Step (Kneeless), 4500  
33 Step (Kneeless), 4500

卷之三

#### SWIMMING UNDER THE HOT 100

Another Top 10 for  
**THE NASHVILLE TEENS**



Here's their follow-up smash to "Tobacco Road"

# GOOGLE EYE

*London*  
RECORDS

#9712



Clarence  
"Frogman"  
Henry

now on

**PARROT**  
RECORDS



with his GREATEST EVER!

**HAVE YOU  
EVER BEEN  
LONELY?**

**PARROT**  
RECORDS

#45004

# VOX JOX

By GIL FAGGEN

KQV's (Pittsburgh) Dex Allen showed me the postcard winners of a recent contest he conducted on his ABC-owned station. Interestingly, listeners had to write "Frank Sinatra Sings for the Young at Heart" as many times as possible on a post card. It's amazing to see how industrious some listeners can be. A few of the cards I saw had the phrase written 656 and 417

times. The winners received a set of 10 Sinatra albums.

Sandy Leesberg left for Europe to tape interviews for his "WEVER" celebrity show. Among those scheduled for on-location interviews are Kim Novak and Sir Alec Guinness.

Radio KING's Al Cummings worked a full 24-hour shift as an apprentice deckhand aboard the tub Carol Foss while his lis-

teners received regular reports direct from the tug as she cruised Seattle waters.

It's to be on the alert for Paul Cavanagh's ABC-20 record promotion junket. Phil makes the whole scene by auto and zeros his car in on every radio tower he sees along the way.

Big A Collins and Jim Lange have been busy pecking away at the typewriter lately when not doing their air shifts on KSFO (San Francisco). Al wrote the introduction to Jimmy Smith's Verve album "The Cat." Lange contributed the notes to the new Mercury Smothers Brothers album.

Recently on Jack McDermott's all-night show on WKAT (Miami), Jackie Gleason's musical director, Sammy Spear, had a reunion with Charlie Spivak, who was born in the Bronx.

KVI (Seattle) deejays "paid off" a debt to McChord Air Force Base recently by serving as "Airmen Basics" for the day. The pay-off was a result of a bet made by KVI's Hardwick on the outcome of the Washington-AFC football game. The KVI men broadcast for 12 hours from four different locations at the air base.



Ed Hilder, WINS (New York) morning man, reportedly received "30 days" notice from Group W stations. George Cocker, formerly with WZUM (Pittsburgh) and WUFO (Buffalo), joins air staff of Negro-



The Munsters TV show is now firmly established. Recently, a new musical group was formed called the Munsters, all of whom perform while wearing the masks of their TV counterparts.

To call attention to their initial album on Decca, one of the musical Munsters donned the mask of Herman Munster, one of the stars of the TV show, and paid a visit to Los Angeles deejays in the unusual car that provides the TV family's transportation, the Munster Koach. Pictured above, left to right, are KFWB's Bill Stalter, Munster, Sam Riddle, Munster, Larry McCormick, Roger Christian and Wink Martindale. Standing on the left is Keith Jim Hawthorne, Crowell-Callier, VP and Bill Bellino. Posing in front of the windshield is Gene Ward. Pictured in photo at left are KRLA deejays (l-r) Dave Hull, you-know-who, Bob Eubanks and Bob Hudson.

programmed WWRL (New York)... Dave Lee named music director at WMPA (Providence, R. I.)... Mel Phillips, WMID (Atlantic City) deejay and producer, resigns to devote over 7-11 P.M. to WYNON (Norfolk). He begins Friday the 13th. Good luck!... Bob Charlton, WACR (Detroit) air personality, moves to WWJ, that city, for all-night shows... Forrest Tucker, motion picture and stage actor, kicks off new career as early-morning personality on WCFL (Chicago). Format change at WPDO (5,000 watts in Jacksonville, Fla.) has produced this new line-up: Mike Reiner (6-9 a.m.), Bill Weaver (9-11 a.m.), Mike (11-3 p.m.), Tom Kemington (3-7 p.m.), Ron Wayne (7-midnight) and Mervin the Magician (midnight-6 a.m.)... Chuck Johnson is seen in addition to KPRC (Houston) deejay slot 10 a.m. to 2 p.m. slot... Jim Anderson, Long Island air personality and former WDGY (Minneapolis) air personality, now hostess of music, interview and women's information show, daily from 10 a.m.-noon, 1030-11 p.m. on WBIC (Bay Shore, N.Y.).

WFIL (Philadelphia) "Rise and Shine" host, Phil Sheridan, received the Legion of Cornelius' Distinguished Cross as the "outstanding Protestant layman of the year" last week.

VIN APPOINTMENTS: Veterans' General West representative, executive, Robert D. Cooper, named assistant general manager of KOL (Seattle).

## WCAO Moves

BALTIMORE — WACO, the Plough-owned radio station in Baltimore, has moved to new studios adjacent to its transmis-



## KBLA Pow'r Hike

HOLLYWOOD — KBLA, Burch's k-based station, has passed all equipment tests to the FCC's satisfaction and is shooting for its power increase and new format change around Nov. 15. Production manager is gearing its new operations for that date, but says it could get the green light one week on either side of that date.

Station will begin with a new roster of air personalities which general manager Mel Leeks will be using in the format and deejay line-up—secret, although speculation is that the programming will be middle-of-the-road. Current sound is top 40 hits. Deejays already signed on are Dick Wayne, Tom Gandy, Dick Wittigton and Sebastian Cabot, who will do a taped mystery show. It is known Leeks is still talking to deejays about other spots.

## DJ's Host TVers

ence, joins fellow KFWB DJ Sam Riddle and ex-KFWB DJ Jimmy O'Neill as a TV host. Riddle is seen on "Ninth Street West," a local teen dance show on KXII, and O'Neill is seen briefly on ABC-TV's "Shindig," weekly half-hour rock 'n' roll outing. Martindale and Riddle continue with their KFWB stints.

## WCRQ Program

NEW YORK — "The World of Adventure in Music," produced by Brie Associates, Ltd., is a new program for Trans World Airlines which will be heard on WCRQ, Providence, R. I. The program is heard on 18 AM and FM stations in 11 markets.

ter site at 8001 Park Heights Avenue. Executives offices are at 40 W. Chauncy Street.

## Cash In!

EXTRA CHRISTMAS DOLLARS FOR YOU

# "BRING ME A BEATLE FOR CHRISTMAS"

by CINDY RELLA

with Teddy Phillips Orchestra

Drum Boy #112

Order Today

**Stations:** Write for DJ copy. Distributorships available in some areas.

**DRUM BOY RECORD CO.**

2452 South Kedzie Ave., Chicago 22, Illinois

BIG NEW HIT . . .

# "SAM HILL"

## Jimmy Dean

on Columbia #4-43159



Published by:

**CENTRAL SONGS, Inc.**



Written by:

**TOMMY COLLINS**

# The most talked about...

## Saturday Night At The Uptown



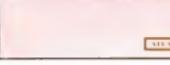
WILSON PICKETT



THE DRIFTERS



THE VIBRATIONS



THE CARLTONS



PATTY &amp; THE EMBLEMS



BARBARA LYNN



PATTI LA BELLE &amp; HER BLUEBELLS



ATLANTIC 8101

## SATURDAY NIGHT AT THE UPTOWN

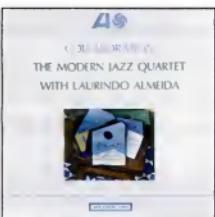
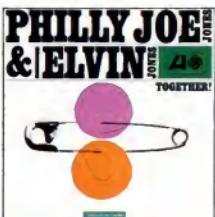
Recorded Live On The Spot

Picked by all trade papers, survey sheets and innumerable DJ's.

THE DRIFTERS — Under the Boardwalk • PATTY & THE EMBLEMS — Mixed Up, Shook Up, Girl • WILSON PICKETT — If You Need Me • THE VIBRATIONS — The Watusi • PATTI LA BELLE & HER BLUEBELLS — Down The Aisle • THE CARLTONS — Can't You Hear The Beat • BARBARA LYNN — (O Baby) We Got A Good Thing Goin' • AND MANY MORE HITS.

Atlantic 8101/SD 8101

# The most played...

HERBIE MANN & THE BILL EVANS TRIO  
NIRVANA Atlantic 1426/SD 1426THE MODERN JAZZ QUARTET  
WITH LAURINDO ALMEIDA  
COLLABORATION Atlantic 1429/SD 1429PHILLY JOE & ELVIN  
TOGETHER! Atlantic 1428/SD 1428THE TWO SIDES OF  
JACK WILSON Atlantic 1427/SD 1427

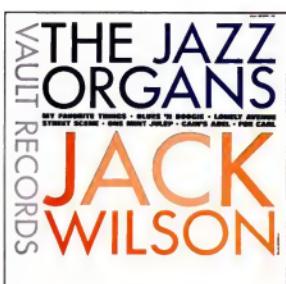
# The best selling albums...



ATCO 33-170

MR. ACKER BILK  
GREAT THEMES FROM  
GREAT FOREIGN FILMS  
Mr. Acker Bilk's most appealing album  
since "Stranger On The Shore."  
Atco 33-170/SD 33-170

JACK WILSON  
THE JAZZ ORGANS  
with Genghis Kyle & Henry Cain  
Three jazz organs produce  
a powerhouse release.  
Vault 108/ S108 (distributed by Atco)



ATCO 33-170

ATLANTIC  ATCO 

# REPRISE REPERTORY MUSICAL THEATRE PRESENTS MIGHTIEST TALENT ARRAY EVER ASSEMBLED!

## PARTICIPATING ARTISTS:

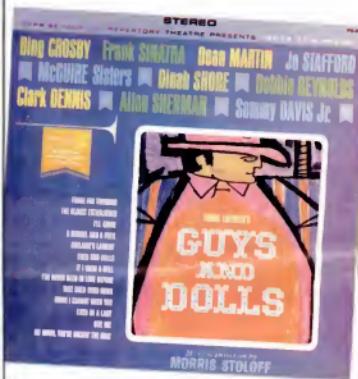
**ROSEMARY CLOONEY \* BING CROSBY  
SAMMY DAVIS JR. \* CLARK DENNIS  
THE HI-LO'S \* THE MARY KAYE TRIO  
THE McGUIRE SISTERS \* DEAN MARTIN  
LOU MONTE • JOHNNY PROPHET  
DEBBIE REYNOLDS • ALLAN SHERMAN  
DINAH SHORE \* FRANK SINATRA**

**KEELY SMITH • JO STAFFORD**

**\* \* \* \* \* STARRING IN: \* \* \* \* \***  
**GUYS AND DOLLS \* KISS ME KATE**

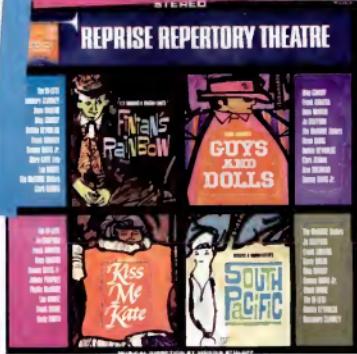
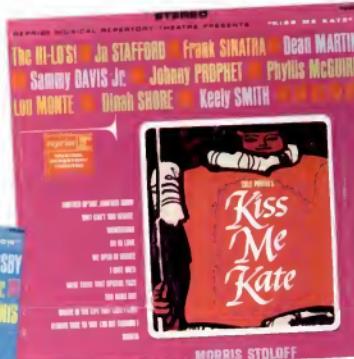
**SOUTH PACIFIC \* FINIAN'S RAINBOW**

**CONCEIVED & PRODUCED BY FRANK SINATRA  
□ MUSICAL DIRECTION BY MORRIS STOLOFF □**



*and Chri*

ong to Christmas...



The Set of Four  
Gift-Boxed:

mas '64 belongs to Reprise

6 □ KISS ME KATE - 2017 □ SOUTH PACIFIC - 2018 □ GIFT BOX SET - 2019 — AVAILABLE IN MONO OR STEREO

reprise  
RECORDS





# ALBUM REVIEWS (continued)



## POP SPOTLIGHT

**HAPPINESS IS A WARM SQUEEZE**  
SUE RANEY (5)

She is a talented singer. She can project excitement and originality with a mere whisper, and she can also sing with a full-throated, commanding voice. She is just as adept with the ballad as with the blues. "Happiness Is a Warm Squeeze" is the most recent hit, "Have I the Right," is included in the set. The arrangements and music give her a fine showcase within which to show her vocal and interpretive talents. The interpretations of "Beautiful Friendship," "My Baby," "I'm a Man," "I'm a Woman," "Brown Red," and others. We're sure you will not regret a note of it.



## POP SPOTLIGHT

**KEELY SMITH SINGS THE MCGARTNEY SONG BOOK**  
Capitol R 6142 (M); RS 6142 (S)

Kathy takes on a challenge here by singing the songs made ever so popular by the Beatles. She does a good job with the distinct handling of the specially arranged tunes making them sound like her own. She excels in "The Love You've Given," which should count out as a hit. Lannen and McLean will be glad for this.



## POP SPOTLIGHT

**EDDIE CANTOR SINGS MADE FAMOUS**  
Deco DL 4431 (M)

Eddie Cantor has returned to remind many of the songs made popular by the great performer. Deco has gathered together a good collection of songs including "Makin' Whoopee," "Yes Sir, That's My Baby," "I'm a Newfie," "Now's the Time to Fall in Love," and "Marge," nostalgic American love.



Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sole potential is rated within its category of music. This panel has been presented for Spotlight Park's Special Merit Picks, and all other LP's are listed under their respective categories.



## POP SPOTLIGHT

**HERE ARE THE HONEYCOMBS**  
Interphon 88001 (M)

The English group, riding singles charts in various countries, including the U. S. A., turn out a solid performance on this album. The title song is the most recent hit, "Have I the Right," is included in the set. The arrangements and music give her a fine showcase within which to show her vocal and interpretive talents. The interpretations of "Beautiful Friendship," "My Baby," "I'm a Man," "I'm a Woman," "Brown Red," and others. We're sure you will not regret a note of it.



## COUNTRY SPOTLIGHT

**THE JUDY LYNN SHOW**  
United Artists 3390 (M); UAS 6390 (S)

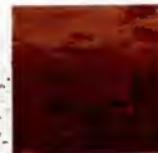
Judy Lynn is a bright star in the cabaret field but she has a repertoire and a style that gets to the sophisticated city slicker as well. Her singing is excellent and her dancing captures one of her "live" performances along a night club circuit. She makes her songs repetitive but alive and stirring and constantly appealing.



## SPKEN WORD SPOTLIGHT

**THE COMMITTEE**  
Original Cast, Reprise F 2023 (M); F 2023 (S)

Good satire is the truth with only a slight asperation. The Committee measures up to that standard. The album contains a variety of talk, singing, politics and campus life with wit and good taste. The result is humor without shock. It's a gas.



## SPRITUAL SPOTLIGHT

**SONGS OF FAITH AND INSPIRATION**  
Robert Shaw Chorale, RCA Victor LM 2760 (M); SLC 2760 (S)

The Robert Shaw Chorale takes effective advantage of the large choir in this case as a package of songs of faith and aspiration and it is quite moving. The songs are well-chosen and include "I'm a Man," "I'm a Woman," "School's Out," "Gerry (10, 5) Bands," "Ivory Tower," "Cathy Cate," and others.

# BREAKOUT ALBUMS

## ★ NATIONAL BREAKOUTS

### ROUSTABOUT

Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)

### THE ROLLING STONES 12 X 5

London LL 3402 (M); F 402 (S)

### IT HURTS TO BE IN LOVE

George Pitney, Marisol MA 2019 (M); MS 3019 (S)

### SHE CRIED

Leterman, Capitol T 2142 (M); ST 2142 (S)

## ★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in many markets.

### WELCOME TO THE PONDEROSA . . .

Leanne Greene, RCA Victor LPM 2842 (M); LSP 2842 (S)

### A NEW KIND OF CONNIE

Connie Francis, MGM E 4253 (M); SE 4253 (S)

### SANDY NELSON LIVE! IN LAS VEGAS . . .

Imperial LP 9272 (M); LP 12272 (S)

## THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY THE FOUR SEASONS . . .

Capitol T 2199 (M); ST 2199 (S)

### EXCITEMENT ON PARK AVENUE . . .

Paul Anka, RCA Victor LPM 2966 (M); LSP 2966 (S)

### GLORIOUS GLORIA LYNN . . .

Everest 5228 (M); 1228 (S)

### I STARTED OUT AS A CHILD . . .

Bill Cosby, Warner Bros. W 1567 (M); (No Stereo)

### AFTER HOURS/GLORIA LYNN . . .

Everest 5230 (M); 1230 (S)

### DEL SHANNON-HANDY MAN . . .

Amy 8003 (M); (No Stereo)

### LIZAI! LIZAI! . . .

Liza Minnelli, Capitol T 2174 (M); ST 2174 (S)

### THE MANFRED MANN ALBUM . . .

Acot 13015 (M); ALS 16015 (S)

### FAMILY ALBUM OF HYMNS . . .

Roger Williams, Kapp KL 1395 (M); K 3395 (S)

### G.T.O. . . .

Ronney & the Daytonals, Mala 4001 (M); (No Stereo)

## SPECIAL MERIT PICKS

**SPECIAL MERIT PICK**  
Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

### POP SPECIAL MERIT

#### 50 SWALLET WALTZES FAVORITES

Leroy Holmes Ork., United Artists UAL 3393 (M); UAS 6393 (S)

Fifty favorite waltzes are packaged into one album with all the tunes from massive Leroy Holmes' "Swallets" which were originally written as waltzes and others, also popular waltzes by other composers. The original five bands on each side contain a medley of each song.

### POP SPECIAL MERIT

#### BROADWAY . . . BLUES . . . BALLADS

Nina Simone, Philips PHM 200-148 (M); PHM 600-148 (S)

Nina Simone, who had been identified primarily with down-to-earth blues and jazz, has now turned to Broadway. She is a strong stringer out for new horizons, and effectively does it. Her voice is a blend of blues, Broadway and general emotional feel of Simone with odd ballads as well as some of the blues. She is a star. She is supported by chorus and large orchestra. Great listening.

### POP SPECIAL MERIT

#### PICK HITS OF THE RADIO GOOD GUYS, VOL. II

Various Artists, Lourie LP 2026

Some more contemporary nostalgia for radio station programming and the record buyer who is a good deal more sophisticated than before the Beatles. Titles included: "Seller Days," "I'm a Newfie," "I'm a Woman," "Dish and the Bevilles," "School's Out," "Gerry (10, 5) Bands," "Ivory Tower," "Cathy Cate," and others.

### POP SPECIAL MERIT

#### SMALL WONDER

Rita Dove, RCA Victor LPM 2996 (M); LSP 2996 (S)

A few songs here sign off the diehard little Italian girl who has been around for a long time. She has since made several appearances on radio, television, and stage, including along with Weeks' "School's Out," which is wide among rock 'n' roll enthusiasts. With accents on rock, she lets out just a few favorites at "Upset on Your Corner," "Spanish Speech,"

### JAZZ SPECIAL MERIT

#### SHAKESPEARE AND ALL THAT JAZZ

Capitol T 27331 (M); G 47531 (S)

Jazz has always been great as a means of innovation and high level musical creativity. Here is a collection of jazz interpretations of Shakespeare's plays. The jazz artists have added some cool bars to the words of the Bard. Cleo Laine has the lead in "Romeo and Juliet." She does a nice job to hit the scene. The intricate phrasing and the jazz interpretation of the Bard to effectively perform such an undertaking is admirably done by the Cleo, clear voice of Miles Lane.

### COUNTRY SPECIAL MERIT

#### JIM NEBBET SINGS YOUR FAVORITE COMEDY AND HEART SONGS

Chari CLP 6300

How is it that when of Jim Nebbet, a South Carolina boy, calls "Comedy and Heart Songs," "The flavor and point of view in his singing is unique. His good-natured, down-to-earth personality will go far. It included a collection of comedy and heart songs for Mora in "64" and "Mother-in-Law."

### FOLK SPECIAL MERIT

#### THE YOUNGFOLK

United Artists UA 3402 (M); UAS 6402 (S)

A new folk group with freshness of spirit and lyric that is plainly commercial.

### POP SPECIAL MERIT

#### OLDIES BUT GOODIES, VOL. 7

Various Artists, Original Sound OSR-LPM 2012 (M); OSR-LPS 8857 (S)

The very fact that this is the seventh volume of contemporary pop hits of the recent past denotes the accuracy and lasting appeal of the oldies. The buyers and disk jockeys this time the LP is available in stores too. Among the hits are "I'm a Newfie," "Jimmy Jones," "Tequila," "The Champs," "Teen Angel," "Mark Dinning,"

### POP SPECIAL MERIT

#### THE PETER DUCHIN DISCOTHEQUE DANCE PARTY

Decca DL 4578 (M); DL 74578 (S)

For the young dancing crowd who can afford to pay top dollar, here is a discotique officially licensed when Peter Duchin opened at the St. Regis. This album backs up that claim. The music is a blend of the latest in dancing and Peter Duchin keeps it going through all the current top fashions.

### SEE ALBUM REVIEWS

#### ON BACK COVER

## FOUR-STAR ALBUMS

The four-star rating is awarded new releases which are considered to be outstanding within their respective categories to be made available by most dealers, and to be the best sellers among that category.

### POPULAR

#### BILL JUSTIS-12 OTHER INSTRUMENTAL HITS

Smith MGS 27943 (M); SRS 67643 (S)

#### YANN, YEAN: YEAN

Capitol D-4700 (M); D-4701 (S)

#### FANTASTIC STRINGS

Feist Studios, Liberty LRP 3376 (M); LSL 7376 (S)

#### STRICTLY SENTIMENTAL

Decca DL 4581 (M); DL 74581 (S)

#### THE SWINGING HERMAN

World Pacific PHM 200-131 (M); PHM 606-131 (S)

#### COLLECTORS SHOWCASE, VOL. IV

Constellation CS 4

## TOP LP's

★ STAR performer—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

| Pos. | Week | Artist, Label  | Wks. on Chart |
|------|------|--|---------------|
| 1    | 1    | PEOPLE   | 7             |
| 2    | 2    | EVERYBODY LOVES SOMEBODY                             | 14            |
| 3    | 3    | THE BEATLES—A HARD DAY'S NIGHT                       | 18            |
| 4    | 4    | HOW GLAD I AM  | 11            |
| 5    | 5    | SOMETHING NEW  | 15            |
| 6    | 6    | ALL SUMMER LONG                                      | 16            |
| 7    | 7    | THE ANIMALS  | 11            |
| 8    | 8    | GREAT SONGS FOR MY FAIR LADY AND OTHER BROADWAY HITS | 15            |
| 9    | 9    | THE BEST OF JIM REEVES                               | 15            |
| 10   | 10   | SUGAR LIPS   | 13            |
| 11   | 11   | THE IMPRESSIONS KEEP ON PUSHING                      | 15            |
| 12   | 12   | HELLO, DOLLY!  | 27            |
| 13   | 13   | GOT IT   | 16            |
| 14   | 14   | COTTON CANDY   | 26            |
| 15   | 15   | PETER, PAUL & MARY IN CONCERT                        | 14            |
| 16   | 16   | DREAM WITH DEAN                                      | 12            |
| 17   | 17   | GETZ/GILBERTO  | 24            |
| 18   | 18   | IT MIGHT AS WELL BE SWING                            | 13            |
| 19   | 19   | HELLO, DOLLY!  | 39            |
| 20   | 20   | THE LATIN ALBUM                                      | 13            |
| 21   | 21   | THE UNSINKABLE MOLLY MAE                             | 18            |
| 22   | 22   | WHERE DID OUR LOVE GO                                | 9             |
| 23   | 23   | "POPS" GOES THE TRAMP                                | 8             |
| 24   | 24   | THE PINK PANTHER                                     | 32            |
| 25   | 25   | MORE OF ORY ORISON'S GREATEST HITS                   | 13            |
| 26   | 26   | BE MY LOVE   | 12            |
| 27   | 27   | WHERE DID OUR LOVE GO                                | 12            |
| 28   | 28   | MY FAIR LADY   | 6             |
| 29   | 29   | TRINI LOPEZ AT THE WHISKEY A GO GO                   | 65            |
| 30   | 30   | THE BARRA STREISAND/THIRD ALBUM                      | 38            |
| 31   | 31   | INVISBLE TEARS                                       | 7             |
| 32   | 32   | TO DAY, TOMORROW, FOREVER                            | 25            |
| 33   | 33   | CALL ME IRRESISTIBLE AND OTHER HIT SONGS             | 28            |
| 34   | 34   | THE CHIPMUNKS SING THE BEATLES HITS                  | 11            |
| 35   | 35   | JOHNNY RIVERS AT THE WHISKEY A GO GO                 | 22            |
| 36   | 36   | UNDER THE BOARDWALK                                  | 14            |
| 37   | 37   | RAG DOLL   | 15            |
| 38   | 38   | LOUIE LOUIE  | 44            |
| 39   | 39   | SO TENDERLY  | 14            |
| 40   | 40   | THE BEACH BOYS CONCERT                               | 2             |
| 41   | 41   | AL-BILLY AND THE BOYS SPECIAL SONGS FOR YOUNG LOVERS | 11            |
| 42   | 42   | YOU NEVER PLAY SONGS YOU WON'T FORGET                | 6             |
| 43   | 43   | PETER, PAUL & MARY IN CONCERT                        | 134           |
| 44   | 44   | ROY ORBISON'S GREATEST HITS                          | 116           |
| 45   | 45   | RAMBLIN'   | 65            |
| 46   | 46   | THE BARRA STREISAND ALBUM                            | 84            |
| 47   | 47   | MOON RIVER & OTHER GREAT MOVIE THEMES                | 132           |

| This Week | Last Week | Artist, Label                                      | Wks. on Chart |
|-----------|-----------|--|---------------|
| 59        | 58        | ANOTHER SIDE OF BOB DYLAN                          | 9             |
| 51        | 53        | WEST SIDE STORY                                    | 160           |
| 54        | 57        | AMOR   | 10            |
| 55        | 56        | MEET THE BEATLES                                   | 42            |
| 58        | 58        | SHUT DOWN, VOL. 2                                  | 32            |
| 51        | 49        | THE ROLLING STONES                                 | 21            |
| 63        | 63        | MOONLIGHT AND ROSES                                | 23            |
| 64        | 64        | THE BEST OF BUCK OWENS                             | 18            |
| 62        | 62        | LICORICE STICK                                     | 13            |
| 88        | 88        | TRINI LOPEZ LIVE AT BASIN ST. EAST                 | 4             |
| 80        | 80        | WELL SING IN THE SUNSHINE                          | 8             |
| 61        | 61        | THE BEATLES SECOND ALBUM                           | 30            |
| 60        | 60        | LAND OF GIANTS                                     | 12            |
| 72        | 72        | DANCE ME/CHUG-A-LUG                                | 20            |
| 69        | 69        | BOBBY VINTON'S GREATEST HITS                       | 7             |
| 55        | 55        | TRINI LOPEZ ON THE MOVE                            | 32            |
| 79        | 79        | HERE WE GO AGAIN!                                  | 5             |
| 65        | 65        | TODAY  | 31            |
| 66        | 66        | THE BEST OF MANCINI                                | 15            |
| 71        | 71        | I DON'T WANT TO HURT ANYTHING                      | 16            |
| 67        | 67        | DAYS OF WINE AND ROSES                             | 83            |
| 86        | 86        | THIS IS LOVE                                       | 5             |
| 74        | 74        | NAT KING COLE SINGS MY FAIR LADY                   | 8             |
| 82        | 82        | WITHOUT YOU  | 5             |
| 70        | 70        | THE SECOND BARBRA STREISAND ALBUM                  | 62            |
| 71        | 71        | LITTLE OLD LADY FROM PASADENA                      | 6             |
| 85        | 85        | MAKE WAY FOR DIONNE WARWICK                        | 10            |
| 89        | 89        | THE SIDEWINDER                                     | 6             |
| 90        | 90        | MARY POPPINS                                       | 7             |
| 73        | 73        | JOAN BAEZ IN CONCERT                               | 108           |
| 54        | 54        | HAVE A SMILE WITH ME                               | 12            |
| 76        | 76        | WHERE LOVE HAS GONE                                | 12            |
| 83        | 83        | THE BEATLES' SONG BOOK                             | 22            |
| 81        | 81        | MY FAIR LADY                                       | 419           |
| 91        | 91        | INVISBLE TEARS                                     | 7             |
| 115       | 115       | SONGS, PICTURES & STORIES OF THE FABULOUS BEATLES  | 3             |
| 92        | 92        | THE BEACH BOYS SONG BOOK                           | 6             |
| 82        | 82        | AMERICAN TOUR                                      | 12            |
| 87        | 87        | BREAD AND BUTTER                                   | 7             |
| 77        | 77        | MARY WELLS GREATEST HITS                           | 25            |
| 106       | 106       | CHAD & JEREMY YESTERDAY'S GONE                     | 8             |
| 95        | 95        | TOGETHER AGAIN/MY HEART SKIPS A BEAT               | 11            |
| 68        | 68        | I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES | 21            |
| 93        | 93        | BACH'S GREATEST HITS                               | 56            |
| 94        | 94        | I LEFT MY HEART IN SAN FRANCISCO                   | 124           |
| 78        | 78        | NORTHERN SOUL                                      | 11            |
| 96        | 96        | PRAYER MEETIN'                                     | 16            |
| 97        | 97        | INTRODUCING THE BEATLES                            | 41            |
| 109       | 109       | ROUSTABOUT   | 1             |
| 109       | 109       | RIDE THE WILD SIDE                                 | 5             |

| This Week | Last Week | Artist, Label  | Wks. on Chart |
|-----------|-----------|--|---------------|
| 107       | 107       | NINA SIMONE IN CONCERT                                 | 9             |
| 108       | 108       | BALLADS, BLUES AND BOASTERS                            | 5             |
| 124       | 124       | THE INCOMPARABLE MANTOVANI                             | 2             |
| 112       | 112       | EARLY ORBISON  | 5             |
| 110       | 110       | DELICIOUS TOGETHER                                     | 7             |
| 104       | 104       | HOW THE WEST WAS WON                                   | 83            |
| 105       | 105       | CATCH A RISING STAR                                    | 54            |
| 121       | 121       | THE FABULOUS VENTURES                                  | 16            |
| 99        | 99        | ENCORE   | 39            |
| 75        | 75        | WHO'S AFRAID OF VIRGINIA WOOLF?                        | 31            |
| 102       | 102       | THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY     | 15            |
| 111       | 111       | MOVING   | 94            |
| 116       | 116       | THE RAMSEY LEWIS TRIO AT BOHEMIAN CAVERNS              | 5             |
| 101       | 101       | THE ROLLING STONES 2                                   | 1             |
| 113       | 113       | CAMELOT  | 199           |
| 118       | 118       | IT HURTS TO BE IN LOVE                                 | 1             |
| 119       | 119       | MILES DAVIS IN EUROPE                                  | 8             |
| 120       | 120       | WITH A TASTE OF HELL                                   | 11            |
| 127       | 127       | SAM COOKE AT THE COPA                                  | 3             |
| 139       | 139       | FIODLER ON THE DOOR                                    | 3             |
| 121       | 121       | SATURDAY NIGHT AT THE UPTOWN                           | 2             |
| 125       | 125       | SHE CRIED  | 1             |
| 123       | 123       | THE CONCERT SOUND OF HENRY MANCINI                     | 16            |
| 117       | 117       | THE BEST OF MARILYN MANSON                             | 15            |
| 122       | 122       | REFLECTIONS  | 24            |
| 134       | 134       | OSCAR PETERSON TRIO                                    | 3             |
| 119       | 119       | SOMETHING SPECIAL FOR YOUNG LOVERS                     | 33            |
| 98        | 98        | THE SIX LIFE OF THE PRIMATE (And Other Bits of Cossip) | 8             |
| 148       | 148       | BITTER TEARS   | 2             |
| 150       | 150       | IN THE MISTY MOONLIGHT                                 | 2             |
| 126       | 126       | SURFER GIRL  | 39            |
| 124       | 124       | THE DOOR IS STILL OPEN TO MY HEART                     | 1             |
| 135       | 135       | MORE BEE HILTS   | 3             |
| 137       | 137       | THE JAMES BOND THEME, WALK, DON'T RUN                  | 4             |
| 129       | 129       | MONDO CAFE   | 70            |
| 140       | 140       | LAST KISS  | 1             |
| 130       | 130       | IT MUST HAVE BEEN SOMETHING SAINT                      | 26            |
| 147       | 147       | JOHNNY ORBISON'S GREATEST HITS                         | 341           |
| 104       | 104       | JUMPIN' GENE SIMONE                                    | 1             |
| 101       | 101       | THE DAVE CLARK FIVE RETURN                             | 22            |
| 142       | 142       | BACK AGAIN   | 2             |
| 143       | 143       | JACK JONES' WIVES                                      | 47            |
| 133       | 133       | ELLICTION 65   | 7             |
| 145       | 145       | DAVID MERRICK PRESENTS STARS FROM HIS BROADWAY HITS    | 1             |
| 144       | 144       | I WALK THE LINE  | 17            |
| 147       | 147       | THE SLIGHTLY IRREVERENT MITCHELL TRIO                  | 1             |
| 149       | 149       | DISCOTHEQUE DANCE DANCE                                | 2             |
| 148       | 148       | MY FAIR LADY   | 1             |
| 147       | 147       | CARMEN   | 3             |

**MATHIS BREAKS THROUGH WITH  
THE HIT OF THE YEAR!**

---



---

**LISTEN LONELY GIRL  
JOHNNY MATHIS**

72339



Production: Global Records Inc.  
Agency: G.A.C.

# HITS OF THE WORLD

## ARGENTINA

\*Denotes local origin

This Last Week

- 1 **ESTO NOVIA**—*Felipe Ortega* (RCA)-Korn
- 2 **A HARD DAY'S NIGHT**—*The Beatles* (Odeon)
- 3 **ESTO-RUBIECTA**—*Leo Dan* (CBS)-Metronome
- 4 **NA ESTO MAS BATUNOA**—*Cherres del Caribe* (Columbia)
- 5 **INVIDIABLE**—*Tito Rodriguez* (Suro)-Edmari
- 6 **COLLAR DE CARACOLAS**—*Edmari* (Suro)-Edmari (Music-Hall); *Latin American* (CBS)
- 7 **TE LEVANTE**—*Tito Fernan* (Music-Hall)-Korn
- 8 **CONTIGO EN LA PLAYA**—*Edmari* (Suro)-Edmari
- 9 **CUMBIA SOBRE EL MAR**—*Edmari* (Suro)-Edmari
- 10 **CHANGUITO CANERO**—*Pedro Ortega* (RCA)-Korn
- 11 **SI**—*Los Tres Amigos* (Various) (RCA); *Cinco Latinos* (Music-Hall); *Blues Rock* (CBS); *Edmari* (CBS)
- 12 **VOLVERE VOLVERE**—*Luis Ospina* (CBS)
- 13 **PIE CANADA**—*Los Cores y Tio Los Pachos* (RCA)
- 14 **SCRIVI SCRIVI**—*Los Choros* (RCA)
- 15 **EL CANTO DEL COCO**—*Los Dimas* (Philips); *Los Iracundos* (RCA); *Tony Vargas* (CBS); *Los Suelos* (Odeon); *Los Duros* (Music-Hall)

## AUSTRALIA

\*Denotes local origin

This Last Week

- 1 **WHEN YOU WALK IN THE ROOM**—*The Searchers* (Actor)

## FOLK RECORDS AND CHRISTMAS CAROLS FROM POLAND



LP's by "Muzza"  
The Polish Music Recording Company

For a full list of titles

**MAGNIFICENT MAZOWSE**  
(The Polish Song and Dance Ensemble)

Set of 4 Records XL 0141, XL 0142, XL 0143, XL 0144/memo

**WARSAW—The Town I Love** (Mieczyslaw Fogg, piano) 12" 78 rpm/memo

**MIECZYSŁAW FOGG sings favorite hits of his youth** (Mieczyslaw Fogg, piano) 12" 78 rpm/memo

**POLISH SOLDIERS' SONGS** (Istota zolnierzy polskich) 12" 78 rpm/memo

**DO YOU KNOW YOUR COUNTRY?** (Dzieci i swiata) 12" 78 rpm/memo

**POLISH CHRISTMAS CAROLS:** "MAZOWSE" Sing CHRISTMAS CAROLS (Muzza) 12" 78 rpm/memo, stereo

"MAZOWSE" spiewa kolędy

**'THE POZNAŃ NIGHTINGALES' SING CHRISTMAS CAROLS** Conducted by S. Stulewicz (Tele. konsert) 12" 78 rpm/memo, stereo

**CHRISTMAS IN POLAND** The most's choice of St. James Church (Kons narodowosc w Polsce) XL 0184/memo

**These outstanding records will appear in ALL music stores!**

Order now  
request complete catalog from:

**Copelia Corporation**

5 East 57th Street, New York, N. Y. 10022

Record, Record Center of America

322 West 34th Street, New York City 10018

4275 16th Street, Los Angeles 42, Calif. 43, Ill.

In Canada:  
Tremont Music Centre

7775 28th Street, Toronto, 3, Ont.

34

- 1 **WILLIAM T. OVERTURE**—*Sound Incorporated* (Columbia)-Leeds
- 2 **THE DAY IS NEVER—Cliff Richard (Columbia)**
- 3 **PRETTY WOMAN—Roy Orbison (London)-Acuff-Rose**
- 4 **AND I LOVE—Billie Thorpe (Parlophone)**
- 5 **HAVE I THE RIGHT?—The Beatles (Parlophone)**
- 6 **SHES A MOTHER—Roy Orbison (Philips)-Leeds**
- 7 **SHES A MOTHER—Roy Orbison (Philips)-Leeds**
- 8 **COULD I LITTLE BIT CLOSER—Ray & Tex Americans (United Artists)-Beverly Hills**
- 9 **IF I FELL—The Beatles (Parlophone)**
- 10 **RIDE THE WILD SURF—Jan and Dean (Liberty)-TuCon**
- 11 **SHE'S NOT THERE—The Beatles (Parlophone)**
- 12 **THE HONEY BLOW WIND BLOWS—Glyn Yurisberg (RCA)**
- 13 **REMEMBER ME—The Shadows (Columbia)**
- 14 **IT HURTS TO BE IN LOVE—Elvis Presley (RCA)-United Artists**
- 15 **BREAD AND BUTTER—The Beatles (Parlophone)**

## BRITAIN

This Last Week

- 1 **ALWAYS SOMETHING THERE TO REMIND ME—Sue Ellman**
- 2 **OH, PRETTY WOMAN—Roy Orbison (London)**
- 3 **THE WILD SURF—Jan and Dean (Mercury)**
- 4 **WALK AWAY—Mott Morrissey**
- 5 **WHEN YOU WALK IN THE ROOM—The Searchers (Fys)**
- 6 **BEST OF THE SUPREMES (Stateside)**
- 7 **SHAH LA LA—Manfred Mann**
- 8 **WALK AWAY—Mott Morrissey (Parlophone)**
- 9 **HAVE SOON—Henry Mancini (Columbia)**
- 10 **WHERE DID OUR LOVE GO—Herman's Hermits (Columbia)**
- 11 **WHERE DID OUR LOVE GO—GO-Supremes (Stateside)**
- 12 **OH, PRETTY WOMAN—Cliff Bennett and the Rebels (Parlophone)**
- 13 **UM, UM, UM, UM, UM—Wayne Fontana and the Mindbenders (Fontana)**
- 14 **THE CLOTHES LINE—Good—Herman's Hermits (Columbia)**
- 15 **1965 CHRISTMAS—Animals (Columbia)**
- 16 **HE'S IN TOWN—Rockin' Robin (Mercury)**
- 17 **DON'T BRING ME DOWN—Pretty Things (Fontana)**
- 18 **ALL I WANT IS YOU BABY—Elvis Presley (RCA)**
- 19 **TOKYO MELODY—Herman's Hermits (Columbia)**
- 20 **GOOGLE EYE—Nashville Teens (Decca)**
- 21 **GOOGLE EYE—New Musical Express**
- 22 **GOLDFINCHER—Shirley Bassey (Columbia)**
- 23 **I WOULDN'T TRADE YOU FOR THE WORLD—Beverly Hills 90210**
- 24 **WILL YOU WALKIN' IN THE SAND—Shangri-Las (Mercury)**
- 25 **EVERBODY LOVES SOMEBODY—Denn Martin (Reprise)**
- 26 **ANOTHER DAY YOU WANT IT—Dave Clark Five**
- 27 **THREE LITTLE WORDS—Applause (Decca)**
- 28 **RAVE DOLL—Four Seasons (Decca)**
- 29 **ALL DAY AND ALL OF THE NIGHT—Kinks (Fys)**
- 30 **MAVIE I KNOW—Lesley Gore (Mercury)**
- 31 **WALK TALK—Paul Desimone (Decca)**

## IRE

This Last Week

- 1 **I FROM THE CANDY STORE ON THE CORNER—Dickie Rock and Miami (Mercury-Victoria)**
- 2 **OH PRETTY WOMAN—Roy Orbison (London)-Acuff-Rose**
- 3 **MY WEDDING DRESS—Clyde (Fys)-Acuff-Rose**
- 4 **THIS ISN'T LOVE BUT IT MAYBE—Elvis Presley (RCA-Victor)**
- 5 **I'M GOING TO GET SOMETHING GOOD—Control (Decca)-142 Music**
- 6 **I'M GOING TO GET SOMETHING GOOD—Herman's Hermits (Columbia)-Dominion**

- 7 **THE ANSWER TO EVERYTHING—Joe Dolan (Fys)**
- 8 **SHES WILDS MY KING—Gwen Fagan (Fys)-Acuff-Rose**
- 9 **THE WEDDING—Peter Mauric**
- 10 **RAY DOLL—Four Seasons (Fys)-Acuff-Rose**

## FRENCH (WALLOON)

\*Denotes local origin

- 1 **THE HOUSE OF THE RISING SUN—The Animals (Columbia)-World**
- 2 **MA VIE—Alain Barriere (Parlophone)**
- 3 **CE MIE—Richard Anthony (Columbia)**
- 4 **J'Y PENSE ET PUIS J'OUBLIE—Claude Francois (Columbia)**
- 5 **ZORRO EST ARRIVE—Hans Bahr (Rigolo)-Belgium**
- 6 **OBSESSION—Jackie Delorme (CBS)-Belgium**
- 7 **UN COEUR EN VIBRO—Bobo Sels (CBS)-Bens**
- 8 **SUR TON VISAGE UNE FEMME—Toni (Fontana)-Southern**
- 9 **LA FERME DU BONHEUR—Francois (Fontana)**
- 10 **I SHOULD HAVE KNOWN BETTER—The Beatles (Odeon)**

## HOLLAND

This Last Week

- 1 **PRETTY WOMAN—Roy Orbison (London)-World Music-Brosis**
- 2 **HAVE I THE LIGHT—Honeybunch (Parlophone)**
- 3 **I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)-Bassart-Amersterdam**
- 4 **IT'S ALL OVER NOW—Rolling Stones (Decca)-Bassart-Amersterdam**
- 5 **LINESTIMMER LOHNT SICH NICHT—Siegmar Mainz (Mercury)-Amsterdam-Haarlem**
- 6 **I WON'T FORGET YOU—Jimi Reeves (CBS)-Altona-Haarlem**
- 7 **HUP, HUP, HUP—Cocktail Trio (Imperial)-Schwarz Music-Brosis**
- 8 **A HARD DAY'S NIGHT—Berliners (Parlophone)**
- 9 **WHERE DID OUR LOVE GO—Supremes (Motown)-Berliners Amsterdam**
- 10 **DO WADDY DIDDY—Manfred Mann (HMV)-Bassart-Amersterdam**

## HONG KONG

This Last Week

- 1 **I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)-Northern Sounds Inc.**
- 2 **FROM RUSSIA WITH LOVE—The Beatles (Parlophone)-Northern Sounds Inc.**
- 3 **IF I FELL—The Beatles (Parlophone)-Northern Sounds Inc.**
- 4 **PROMISES—Paula Fag (CBS)**
- 5 **OH PRETTY WOMAN—Roy Orbison (London)-Northern Sounds Inc.**
- 6 **12TH OF NEVER—Cliff Richard (Columbia)**
- 7 **YESTERDAY WE MOVE ON—The Rolling Stones (British Decca)**
- 8 **IT'S ALL OVER NOW—The Rolling Stones (British Decca)**
- 9 **SAYIN' A NIGHT—Elvis Presley (RCA-Victor)**
- 10 **THING WE SAID YESTERDAY—The Beatles (Parlophone)**

## ITALY

\*Courtesy Music & Direct, Milan

- 1 **LA MIA FESTA—Richard Richard (Columbia)**
- 2 **IN GIOCONDO DA TE—Gianini Morandi (RCA)**
- 3 **NON SOLO AMORE—Giovanni Bruno (RCA)**
- 4 **PIU' TI AMO—Alain (Mercury)**
- 5 **IO SONO OUELLO CHE SONO—Massi (RCA)**
- 6 **QUANTO CHE HANNO UN CUORE—Penda Cava (Vogue)**

- 7 **UNA ROTONDA SUL MARE—Fred Rossano (Tristar)-West One**
- 8 **TI SU' IN COSA GRANDE—Giovanni Saccoccia (Mercury)**
- 9 **IL PROBLEMA PIU' IMPORTANTE—Adriano Celentano (Mercury)**
- 10 **ELA AMAMCI—Dino (Arc)**
- 11 **LA TUA NOZZE—Eduardo Vassalli (RCA)**
- 12 **BAMBINI MIEL—Adriano Celentano (Mercury)**
- 13 **IL RINORAZZO PERCHÉ—Michele (RCA)**
- 14 **LA MIA MIA PUOI—Andrea—Les Sorb (Festiva)**
- 15 **AMORE SCUSAMI—John Foster (Style)**

## JAPAN

\*Denotes local origin

- 1 **ASHIKI KOUTA—Matsunaga Satu & Matsuo Kaneko (Victor)-JASRAC**
- 2 **KOI O SUNKURANA—Hoshi (Victor)-JASRAC**
- 3 **ORE WA OMAE NI YOWAINDA—Inaba (Victor)-JASRAC**
- 4 **OKASA KUROKO—Hiroshi Nagai (Victor)-JASRAC**
- 5 **UNA RAGAZZA DI BUBB—Takao Toku (Fontana)**
- 6 **FUTARI NO HOSHI O SAGASOYO—Toshiro Mifune (Victor)-JASRAC**
- 7 **TO SHO O MITSUMETE—Mabina Stars (Victor)-JASRAC**
- 8 **LA RAGAZZA DI BUBB—Sound Track (Fontana)**
- 9 **FUTARI NO HOSHI O SAGASOYO—Toshiro Mifune (Victor)-JASRAC**
- 10 **MOVIN'—The Astronauts (Victor)-Atlantic (Folger)**

## MALAYSIA

\*Denotes local origin

- 1 **I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)**
- 2 **RINGO FOR PRESIDENT—Young Stars (Liberator) (LBB)**
- 3 **HEY, SUM UP TO REMEMBER ME—Brooks Lee (Fontana)**
- 4 **I HARD DAY'S NIGHT—Berliners (Parlophone)**
- 5 **ON THE BEACH—Cliff (Columbia)**
- 6 **GALLIFORD'S QUEEN—Galliford (Columbia)**
- 7 **ONCE UPON A TOILESS BATHING SUIT—Rip Chorde (Chord)**
- 8 **GILBERT TOWN SPANISH TOWN—Mary Robbins (Life)**
- 9 **UNA LACRIMA SUL VISO—Baby Solo (Mercury)**
- 10 **SAMBA DE VERA—Marcos Valle (Odeon)**

## MEXICO

\*Denotes local origin

- 1 **COMO TE EXTRANO—Leo Dan (CBS)-Mundo Musical**
- 2 **INVIERNO TRISTE—Blue Dan (Mercury)-Mundo Musical**
- 3 **POLEIRA COLORA—Clemente (CBS)-Mundo Musical**
- 4 **BE MY BABY—Luis Suri (Mercury)-Mundo Musical**
- 5 **POLVO—Sonia Lopez (CBS)-Mundo Musical**
- 6 **I DONT WANT YOUR HAND—The Beatles (Mercury)**
- 7 **GUADALOCOME TONDOLE—Eduardo Vassalli (RCA)**
- 8 **BARRA AZUL—Luis Deo—Apolo (Fontana)**
- 9 **AMANEICI EN TUS BRAZOS—J. Jimenez (RCA)**
- 10 **ORANGUTAN—Sonora Santander (CBS)-Brilla**

## NORWAY

\*Denotes local origin

- 1 **PRETTY WOMAN—Roy Orbison (London)-Acuff-Rose**
- 2 **I SHOULD HAVE KNOWN BETTER—Bees (Odeon)**
- 3 **EVERYBODY LOVES SOMEBODY—Des Martin (Mercury)**
- 4 **WISHIN' AND HOPIN'—Dandy Williams (HMV)**
- 5 **IT'S ALL OVER NOW—The Rolling Stones (Decca)**
- 6 **AMANEICI EN TUS BRAZOS—J. Jimenez (RCA)**
- 7 **LET IT BE—Jerry Butler and Betty Everett (Vine Jay)**
- 10 **JAMAICA JOE—The Angels (Imperial)**

## PHILIPPINES

This Last Week

- 1 **I'LL DREAM OF YOU—Matt Moore (Parlophone)-Dynam**
- 2 **THE GOOD LIFE—Tony Bennett (Columbia)-Marco Inc.**
- 3 **KISSIN' COUSINS—Elvis Presley (RCA)-Filipino**
- 4 **YES I CAN—TOMMY DODD—Peter Clark (Decade)**
- 5 **THIS IS MY PRAYER—Line Scott (Kapag)-Marco Inc.**
- 6 **PRETTY LITTLE BABY—Coco (Philippines)-Marco Inc.**
- 7 **A HARD DAY'S NIGHT—The Beatles (Parlophone)**
- 8 **THE BEATLES HAVE KNOWN—Dynam Inc.**
- 9 **JUST LET ME DREAM—Bruce Lee (Decade)-Hilco**
- 10 **ANGELA—Trini Lopez (Sapito)-Cocod**

## RIO DE JANEIRO

\*Denotes local origin

- 1 **DEIXA ISSO PRA LA—Rodrigues (Philips)-Todays**
- 2 **DIZ QUOI FUI PO AI—Nara Leao (Elenco)-Mambo**
- 3 **GAROTA DE IPANEMA—Astro (Alberto)-Vai Get (Vai Get)**
- 4 **CALHAMEQUE (Hound Dog Trot)—Alberto (CBS)-Adif**
- 5 **LAD A LAD—Alberto (CBS)-Adif**
- 6 **LA BAMBA—Trini Lopez (Columbia)**
- 7 **UNA LACRIMA SUL VISO—Baby Solo (Mercury)**
- 8 **SERVI—Rita Favone (RCA)**
- 9 **SAMBA DE VERA—Marcos Valle (Odeon)**
- 10 **CIN CIN—Richard Anthony (Odeon)**

## SINGAPORE

\*Denotes local origin

- 1 **I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)**
- 2 **IT'S ONLY MAKE BELIEVE—Milly Fury (Deca)**
- 3 **SHANTY—Quinton (Columbia)**
- 4 **WE DON'T LOVE—GO-Supremes (Motown)**
- 5 **MOVE IT BABY—Simon (Mercury)**
- 6 **OH PRETTY WOMAN—Roy Orbison (London)**
- 7 **THE SEVEN DAWN—Danny Williams (HMV)**
- 8 **I WANT YOU TO SEE YOU AGAIN—Peter and Gordon (Columbia)**
- 9 **LET IT BE—Jerry Butler and Betty Everett (Vine Jay)**
- 10 **JAMAICA JOE—The Angels (Imperial)**

## SOUTH AFRICA

This Last Week

- 1 **I HAVE I THE NIGHT—The Beatles (Parlophone)**
- 2 **IT'S ALL OVER NOW—The Rolling Stones (Decca)**
- 3 **AMANEICI EN TUS BRAZOS—Des Martin (Mercury)**
- 4 **WISHIN' AND HOPIN'—Dandy Williams (HMV)**
- 5 **IT'S ALL OVER NOW—The Rolling Stones (Decca)**
- 6 **AMANEICI EN TUS BRAZOS—J. Jimenez (RCA)**
- 7 **I GUESS I'M CRAZY—Jim Reeves (RCA-Victor)**
- 8 **A HARD DAY'S NIGHT—The Beatles (Parlophone)**
- 9 **AMANEICI EN TUS BRAZOS—Palace Music/Stiander (Columbia)**

BILLBOARD, November 14, 1964

# RCA CAMDEN



AMERICA'S BIGGEST ENTERTAINMENT VALUE AND STILL  
AMERICA'S FAVORITE IN BUDGET PRICED RECORDS

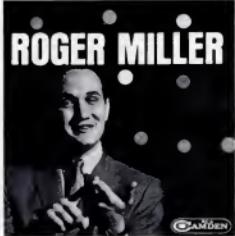
RCA Camden albums are loaded with sales appeal — great artists . . . varied repertoire . . . fine sound . . . attractive prices. Cash in on this big profit potential with big features of RCA Camden in your advertising and store displays.



Jazz for everyone in the fast-moving Living Series manner. Not "way out" music, but music for easy listening and dancing. Includes "Desafinado," "Lullaby of Birdland," "Willow, Weep For Me," 7 more hits. CAL/CAS-848



A sure sales combination. The popularity of the Living Strings, recent chart selections and the latest rage — popular harp music. Includes: "Shangri-La," "Time On My Hands," "Climb Ev'ry Mountain," 8 others. CAL/CAS-847



Here's hit-maker Miller with a dozen songs done in the style that has sent his singles soaring on the charts. Includes "You Don't Want My Love," "Trouble on the Turnpike," "Hey Little Star," "Hitch-Hiker." CAL/CAS-851



Music for Everyone  
**BOB RALSTON**  
ORGANIST  
FEATURED ON THE  
LAWRENCE WENK  
TELEVISION SHOW

First recording by this feature performer whose music has been enjoyed by millions. Includes instruments that are sure to add up to a new best-seller. "Tico-Tico," "I Want A Girl," "Tee For Two" and others. CAL/CAS-845

**COMING  
SOON!**  
EDDIE CANTOR  
SINGS

"IDA, SWEET AS  
APPLE CIDER"  
AND OTHER HITS.



A group with a big following of loyal fans. Added attraction — individual performances like Big Chief Wetherington's "How Great Thou Art," Rosie Rose's "If I Can Help Somebody," 12 big ones in all. CAL/CAS-843

**RCA CAMDEN**

# NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

—THE BIG SLEEPER—  
PICKS! PICKS! PICKS!!  
THE MIGHTY MUSTANGS'  
"FIRST LOVE"  
BURNING 2004

A SENSATIONAL NEW SMASH!  
JUNIOR PARKER'S  
"JIVIN' WOMAN"  
AND  
"I'M IN LOVE"  
DUKE 304

TWO NEW SPIRITUALS!  
"THE GREATEST CREATOR"  
AND  
"FORGIVE ME"

THE JACKSON SOUTHERNAIRES  
SONOHO 1019

"THOU CARETH LORD"  
AND  
"LORD JESUS"  
THE GOSPEL SOUTHERNAIRES OF  
LOS ANGELES  
SONOHO 1295

Duke and Parrot Records, Inc.  
3809 EASTUST STREET  
HOUSTON 26, TEXAS  
OR 5-8111

FOR BIG RESULTS IN  
**CUSTOM PRESSING**  
7" • 10" • 12"  
EXPORTS IN ALL PLACES  
OF RECORD MANUFACTURING  
"FROM TAPE TO TAPE"...

PRIMER CUSTOM PRESSING  
PREMIER ALBUMS INC.  
1-2000 N. HANNAH AVE.  
CLIFTON, NEW JERSEY 07012  
PHONE 473-7216 AREA CODE 201

**ALTON ALBRIGHT**  
GOT HIS NEW SMASH HIT  
"MY LITTLE  
BLACK BOOK"  
(THE WATUSI & SWIM SONG)  
"I'M A DREAMER"  
(FANTASTIC THINGS)  
D.J.'s Write for Free Samples  
All Orders, Postage, Etc.  
CONTACT

**Damilla**  
RECORDS  
12457 Ventura Blvd., North Hollywood, Calif.  
P. O. Box 1291, Denver, Colorado 80201

**M** AL HIRT and the  
BOSTON POPS ORCH.  
(Arthur Fiedler, Cond.)  
play  
**PAVANNE**  
BUGLER'S HOLIDAY  
LULLABY  
from new RCA Victor  
album  
"POPS" GOES THE  
TRUMPET

MILLS MUSIC, INC., NYC

**JUST ARRIVED**  
**RUBY**  
**WRIGHT'S**  
(Follow-up to *Dear Ya*)

**BILLY BROKE MY  
HEART AT WALGREENS**  
B/W  
You're Not Really Loving Me (Are You)  
5142  
CALL YOUR RIC DISTRIBUTOR NOW

**Just by  
Ric**  
Ric

**Christmas Is  
A Season**  
by  
dear master Santa Claus:  
(Home 2000)

HARVEY-KACE ENTERPRISES  
3433 West 20th Avenue Drive  
Phoenix, Arizona 85028  
Area Code 602 WHD-0755

**ASCOT**  
MORGANA KING—Winter of My Discontent; AM 13014, ALS 140014

THE MANFRED MANN ALBUM; AM 13015, ALS 140015

**AUDIO FIDELITY**  
OICK DIA & HIS ORCH.—International Guitars; AFDS 6129

JIMI MESSINA & THE JESTERS—The Dusters; DF 7037

**BRUND**  
BRAHMS: Quintet in F Minor, Op. 34; DR 14055

**COLPIX**  
ARY BLAKEY & THE JAZZ MESSENGERS—Selections From Golden Boys; CP 470, SCP 470

DEAN MARTIN & SONNIE—We All Have Problems; CP 480, SCP 480

**COLUMBIA**  
BOB KITCHEN—The Dean of Country Singers; CL 2232, CS 2050  
THE RANCHO BARBONS—Five 31 Miles From the Silver City; CL 2233, CS 2051  
BEETHOVEN: Quartet No. 16, Große Fuge—Beethoven String Quartet; CL 2267, MS 2075

DEAN MARTIN & SONNIE—Song; CL 2264, CS 2064  
KEN GRIFFIN—Cruising Down the River; CL 761, CS 9042

KEN GRIFFIN—Love Letters in the Sand; CL 1059, CS 9043  
BURL IVES—The Wandering Stranger; CL 628, CS 9041

THE SHERIFF CHOIR—Country Song; CL 600, CS 9045

JOHNNY MATHIS—Wonderful, Wonderful; CL 1020, CS 9046

**COMET**

JOHNNY GOODMAN—My Son the Joke; CLP 69

**CRC**

ODGI GRANT—City Girl in the Country; CLS 107

**CONCERT-DISC**

BACH: Brass-composed Suites Nos. 1 thru 6 (Thomae, Violin); MP 1502, SP 5012

BLOCH: Quintet; FR 406 & Strings—Finnish Arts Quartet (Grieg, piano); NM 1352, CS 252

**CVCA**

PEEWEE KING—Country Music Polka; K 2024

**ELERTA**

MUSIC OF BULGARIA; ERL 282

VARIOUS ARTISTS—The Iron Music; ERL 279

**EVEREST**

VARIOUS COMPOSERS—Four American Landscapes; Symphony No. 1 (Lalo); MP 1623, SP 5013

GRANADOS: Goyescas—Organ Concert; 3120, 6120

VIVALDI: Miserere—Beach—Musical Arts Symphony (Sorkin); 3120, 6121

SYMPHONY OF THE DANCE—Musical Arts Symphony Orch. (Sorkin); 3122, 6122

MUSICAL ARTS—Musical Arts Symphony (Sorkin); 3123, 6123

VARIOUS ARTISTS—Music on the Air—Toscanini; Victor; 3124, 6124

**HARMONY**

BOBBY LORO'S Best; HL 7322

**HEART WARMING**

THE VERSATILE VOICE OF RODDY GREEN; LPS 1796

THE SENSATIONAL—Talent Tunes; Five; LPS 1794

PLAINFOOT QUARTET—New and Old Gospel Songs; LPS 1792

**HL**

Christmas Cheers From ACE CANNON; HL 12022,

SHL 32022

**INTERPHON**

Here Are the HONEYCOMBS; 88001

**KING**

JAMES BROWN—Mr. Dynamite; 700

YOUNG TOWNSMAN—Play and Sing Bluegrass Songs for You

THE GREAT MOTHER of PAUL GRAY; 902

MOORE & NAPIER—12 Variety Bluegrass Songs; 922

VOY—SCHMID—Feverish Yodeling Soloist Stories; 901

ERMITT SCHAFER—Blissopera; 902

**LONDON**

MUSICKERETTE—Night on the Bare Mountain; L'Distinctive

On La Suiza (Romance); L'Distinctive; MG 54025

1964 Hayes Song Festival; TW 13163

STEPHEN O'REILLY—Accrostic of the Heart; 5873

**MERCURY**

MARSHAL & STEVE BOBBS—In Person; MG 20799,

SP 60799

HERMAN CLEANFOOT & HIS ORCH.—Country Music for People Who Don't Like Country Music; MG 20494,

SP 60494

BOB DRURY—The Trick of the Country; MG 20973,

SP 60973

**TOLLIE**

DON & ALICEY COLE at the Whiskey A Go Go; 56001

ALBERTO CORTEZ—Welcome to La Discoteca; 56022

GAVIE DUGLEY—Talk of the Town; MG 20780, SR 40791

ESTATE BOYD—Great Grandpa; MG 20781, SR 40792

THE MANY SIDES of ALICE LANE; MG 20790, SR 40798

QUINTET & CHORALE & HIS ORCH—Boo! MG 20793,

SR 40798

JOHNNY MATHIS—G.I. Singers; MG 20794, SR 40799

JOHNNY MATHIS—Christmas; MG 20801, SR 40807

CHORALE & THE PLATTERS; MG 20801, SR 40931

HARRY SIMEONE & HIS CHORALE—The Wonderful Songs of Harry Simeone; MG 20802, SR 40932

SMOTHERS BROTHERS—Tea! Our American History & Other Illustrated Subjects; MG 20848, SR 40948

VARIOUS ARTISTS—Golden Golden Golden Dances and Divas; MG 20849, SR 40949

VARIOUS ARTISTS—Original Golden Teen Hits Vol. I; MG 20850, SR 40950

VARIOUS ARTISTS—Original Golden Teen Hits Vol. II; MG 20851, SR 40951

FARON YOUNG—Story Songs of Mountain and Valley; MG 20852, SR 40952

HARRY SIMEONE—55 "Schindlermaier"—Lamourous Songs; MG 20853, SR 40953

VARIOUS ARTISTS—Golden Golden Golden Symphony Orch. (Orch); MG 20854, SR 40942

VARIOUS ARTISTS—Golden Golden Golden Symphony Orch. (Orch); MG 2123, SR 20913

VARIOUS ARTISTS—Festive Concertos for Harpsichord, Violin, Harp, Violin; MG 20855, SR 40941

**MGM**

HANK WILLIAMS JR.—Your Cheatin' Heart; E 4260, SE 4261

**MONUMENT**

TUPPER SAUSSY—Send It to Shostakovich; LP 8027, SLP 18027

**MUSICA**

GENE PITNEY—Hurt to Be in Love; MH 3019, MS 3019

TITO POSTOREK & HIS ORCH.—Country of the Americas; MH 3020, MS 3019

**PHILIPS**

VARIOUS ARTISTS—Streets of L'Histoire Du Soldat; PHM 500-046, PHM 900-046

**POLYDOR (Import)**

SACHA BISSEL—The Verbond From Paris (German); 46-791, S 237-291

PETER TCHAIKOVSKY—In the Land of Operetta; 46-792, S 237-292

GUS BACCHUS—Hillybilly Inn; (German); 46-793, S 237-293

SEBASTIEN COEUR—Querelle des Bourses—Choi; 46-865, S 237-363

W 237-370 FAULS—Reckless Plaster Orch.; 46-870,

BLUES IN THE PORT—Hest Wende; 46-871,

BETWEEN DAY & DREAM—Vol. II—Hest Wende; 46-872,

IN THE HALL INTERNATIONAL—Fritz Schulz-Reiche; 46-877,

MAX GESCHER—Peggy English; 46-878, S 237-384

SUPERSONIC CONCERTO—Manteo Carré Light Symphonies; Victor; 46-879, S 237-385

PICTURE PARADE—Music Hits—Various Artists; 46-878, S 237-428

**RCA VICTOR**

ELVIS PRESLEY—Route 66; LPM 2999, LSP 2999

**ROOM AT THE BOTTOM**

CHARLES EMBREE—Room at the Bottom; LP 1000

**ROOST**

TERRY GIBBS—El Latino; LP 2360

**ROULETTE**

JOHNNY RICHARDS—My Fair Lady—Way; R 5211-4

BUD POWELL—The Return of Bud Powell; R 52115

**RCA**

THE U-NET ORCH.—Let's Take a Polka Tour; M 9007

The Nebraska Wesleyan World's Fair Concert Chair; M 9005

**SIMS**

RAY HERRERA—Her Ray Herrers; 124

**SPINER**

VARIOUS ARTISTS—Three Rings & the Queen; LP 1004A

**SQUARE**

THE BURKE FAMILY SINGERS—Caroling at Christmas

SQ 32005

**STARLIGHT**

VARIOUS ARTISTS—Blues Hall of Fame, Vol. 2; MG 20853

VARIOUS ARTISTS—Country Music Hall of Fame, Vol. 4; MG 20854

VARIOUS ARTISTS—The Wonderful Waltzes of Country Music; SLP 297

**TICO**

EDDIE PALMIERI—Straight Ahead; LP 1113

EDWARD MARSHALL—Guitar Tapes; LP 1114

GILBERTO MIRANDA—The Best of Gilberto Miranda; LP 1117

**TOLLIE**

DON & ALICEY COLE at the Whiskey A Go Go; 56001

ALBERTO CORTEZ—Welcome to La Discoteca; 56022

# NEWS OF THE WORLD

## CHICAGO

The appearance of Irwin Steinberg at the NARAS chapter meeting here Tuesday night was a good turnout, which should guarantee a good turnout. Steinberg will discuss disk Jerry-Artist relations. It'll be a rebuttal to last month's forum, when a panel headed by Jordan Ross took the disk Jerry to task for failing to pay him. The artist, Morris, will be in Bernie Clapier's Universal Studios at 6 p.m. Julie Rogers ("The Wedding") leaves her native England for a quickie five-day tour of the U.S. Mercury's Morris, 20404, SR 40414

VARIOUS ARTISTS—Original Golden Teen Hits Vol. I; MG 20850, SR 40950

VARIOUS ARTISTS—Original Golden Teen Hits Vol. II; MG 20851, SR 40951

**MGM**

HANK WILLIAMS JR.—Your Cheatin' Heart; E 4260, SE 4261

**MONUMENT**

TUPPER SAUSSY—Send It to Shostakovich; LP 8027, SLP 18027

**THE TAMS**  
HERIE'S THEIR NEW  
BIG ONE . . .  
"SILLY LITTLE GIRL"  
ABC 10461  
"WEEP LITTLE GIRL"  
ABC 10461

**ABC-PARAMOUNT**  
FULL COLOR-FIDELITY

**THEIR THIRD STRAIGHT  
NUMBER 1 SINGLE!!**

**THE SUPREMES**

Come See About Me

Motown 1068

**MOTOWN RECORD CORP.**

**BREAKING OUT  
IN NEW YORK**

"THE 81"

C 336

**CANDY &  
THE KISSES**

THE 81 UNDERRATED

**BILLBOARD**, November 14, 1964



# EMPHASIS

THE EMPHASIS IS ON SALES WITH THESE SENSATIONAL ALBUMS

## THE EMPHASIS IS ON BUDDY GRECO

LN 24116/BN 26116\* Includes such hits as "Baubles, Bangles and Beads," "Get Me to the Church on Time," "Zip-A-Dee-Doo-Dah," "The Rules of the Road" and 8 more.



## THE EMPHASIS IS ON THE BACK PORCH MAJORITY

LN 24123/BN 26123\* This great new group brings fresh interpretations to "Friends," "Silver Dollar," "Cotton Bale Levee," "Ol' Dan Tucker" and 8 more.



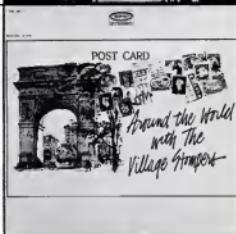
## THE EMPHASIS IS ON THE MONSTER/TV CRAZE

LN 24125/BN 26125\* Includes such popular themes as "The Munsters," "The Addams Family," "Bewitched," "Dracula" and 8 more.



## THE EMPHASIS IS ON THE VILLAGE STOMPERS

LN 24109/BN 26109\* Includes "Moonlight on the Ganges," "Oh! Marie," "Limehouse Blues," "Matilda, Matilda" and 8 more.



## COUNTRY MUSIC

### HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/14/64

| This Week | Last Week | TITLE, Artist, Label & No.                | Weeks on Chart | This Week | Last Week | TITLE, Artist, Label & No.                                       | Weeks on Chart |
|-----------|-----------|---|----------------|-----------|-----------|--|----------------|
| 1         | 1         | I DON'T CARE                              | 12             | 26        | 26        | STOP ME  | 5              |
|           |           | Buck Owens, Capitol 3240                  |                |           |           | Bill Phillips, Decca 31648                                       |                |
| 2         | 2         | ONCE A DAY                                | 8              | 27        | 18        | BERN TA  | 11             |
|           |           | Connie Smith, RCA Victor 8416             |                |           |           | Ruby Wright, RIC 126-64  |                |
| 3         | 5         | THE RACE IS ON                            | 8              | 28        | 31        | ONE OF THESE DAYS  | 3              |
|           |           | George Jones, United Artists 751          |                |           |           | Marty Robbins, Columbia 43134                                    |                |
| 4         | 3         | I GUESS I'M CRAZY                         | 19             | 29        | 30        | HE CALLED ME BABY  | 3              |
|           |           | Jim Reeves, RCA Victor 8832               |                |           |           | Patsy Cline, Decca 31671   |                |
| 5         | 4         | CHUG-A-LUG                                | 9              | 30        | 16        | THE BALLOAD OF IRV HAYES   | 19             |
|           |           | Roger Miller, Smash 1926                  |                |           |           | Johnny Cash, Columbia 43008                                      |                |
| 6         | 6         | DON'T BE ANGRY                            | 13             | 31        | 33        | THE BIRDS AND THE BEES   | 8              |
|           |           | Stonewall Jackson, Columbia 43076         |                |           |           | Carl Smith & Paul, Columbia 43182                                |                |
| 7         | 8         | MAD                                       | 6              | 32        | 26        | MOTHER-IN-LAW  | 8              |
|           |           | Porter Wagoner, Decca 72358               |                |           |           | Jim Headley, Chart 1100  |                |
| 8         | 9         | CROSS THE BRAZOS AT WACO                  | 6              | 33        | 36        | DON'T LET HER KNOW   | 6              |
|           |           | Billy Walker, Columbia 43180              |                |           |           | Buck Owens, Capitol 3240   |                |
| 9         | 7         | PLEASE TALK TO MY HEART                   | 11             | 34        | 41        | PUSHED IN A CORNER   | 2              |
|           |           | Reb Price, Columbia 43064                 |                |           |           | Ernest Ashworth, Hickory 1281                                    |                |
| 10        | 10        | GIVE ME 40 ACRES (To Tam This Big Around) | 11             | 35        | 34        | JUST BETWEEN THE TWO OF US                                       | 10             |
|           |           | Willie Brothers, Steady 681               |                |           |           | Maria Heggerty & Dennis Owens, Tally 181                         |                |
| 11        | 11        | SAM HILL                                  | 14             | 36        | 47        | IT AIN'T ME, BABE  | 2              |
|           |           | Clouds Sing, Columbia 43083               |                |           |           | Johnny Cash, Columbia 43145                                      |                |
| 12        | 20        | GET CAT O'                                | 6              | 37        | 29        | I LOVE TO DANCE WITH ANNIE                                       | 22             |
|           |           | Norma Jean, RCA Victor 8423               |                |           |           | Ernest Ashworth, Hickory 1245                                    |                |
| 13        | 15        | FINALLY                                   | 8              | 38        | 30        | — WHERE THE MULDAU I KNOW  | 1              |
|           |           | Kitty Wells & Webb Pierce, Decca 31663    |                |           |           | Sonny James, Capitol 5280  |                |
| 14        | 14        | I DON'T LOVE YOU ANYMORE                  | 22             | 39        | 42        | I THANK MY LUCKY STARS   | 2              |
|           |           | Charlie Louvin, Columbia 43167            |                |           |           | Ernest Ashworth, RCA Victor 8445                                 |                |
| 15        | 24        | DOWN DROWNIN'                             | 6              | 40        | —         | THREE FEET   | 1              |
|           |           | Porter Wagoner, RCA Victor 8435           |                |           |           | Bill Anderson, Columbia 31641                                    |                |
| 16        | 12        | M. AND MEL USED TO BE                     | 17             | 41        | 50        | EVERYBODY'S DARLIN', PLUS MINE                                   | 2              |
|           |           | Ernest Tubb & Loretta Lynn, Decca 31643   |                |           |           | Bronx, RCA Victor 8423   |                |
| 17        | 17        | HERE COMES MY BABY                        | 13             | 42        | 44        | IN CASE YOU EVER CHANGE YOUR MIND                                | 2              |
|           |           | Dottie West, RCA Victor 8574              |                |           |           | Bill Anderson, Decca 31681                                       |                |
| 18        | 19        | LOVE LOOKS GOOD ON YOU                    | 6              | 43        | 37        | TEARS AND ROSES  | 8              |
|           |           | David Wilcox, Epic 9730                   |                |           |           | George Jones, Columbia 43091                                     |                |
| 19        | 13        | FORT WORTH, DALLAS OR HOUSTON             | 12             | 44        | —         | WHAT AM I GONNA DO WITH YOU                                      | 1              |
|           |           | George Jones, RCA Victor 8492             |                |           |           | Shelley Davis, RCA Victor 8440                                   |                |
| 20        | 22        | MY FRIEND ON THE TURNPIKE                 | 7              | 45        | 39        | PASSWORD   | 25             |
|           |           | Family Troubles, Columbia 72315           |                |           |           | Kitty Wells, Decca 31622   |                |
| 21        | 21        | HOW THE OTHER HALF LIVES                  | 6              | 46        | 32        | DANG ME  | 24             |
|           |           | Johnny & Jamie Mosby, Columbia 43100      |                |           |           | Reagan, Columbia 43081   |                |
| 22        | 35        | THE LUMBERJACK                            | 3              | 47        | —         | LEAVE A LITTLE PLAY (In the Name of Love)                        | 1              |
|           |           | Hal Williams, Smash 207                   |                |           |           | Bob Jennings, Sims 202   |                |
| 23        | 23        | ON THE MINE OF A MEMORY                   | 8              | 48        | 40        | WORKIN' IT OUT   | 14             |
|           |           | Carl Smith, RCA Victor 8404               |                |           |           | Letterman & Earl Scruggs on the <i>Feedyard</i> , Columbia 43080 |                |
| 24        | 27        | LOVELY GIRL                               | 5              | 49        | —         | WE'LL TIE ONE ON TONIGHT   | 1              |
|           |           | Carl Smith, Columbia 43124                |                |           |           | Wilburn Brothers, Decca 31674                                    |                |
| 25        | 25        | THE FRENCH SONG                           | 4              | 50        | —         | FOUR STRONG WINDS  | 1              |
|           |           | Marian Worth, Columbia 43119              |                |           |           | Bobby Bare, Victor 8443  |                |

### HOT COUNTRY ALBUMS

| This Week | Last Week | TITLE, Artist, Label & No.          | Weeks on Chart | This Week | Last Week | TITLE, Artist, Label & No.                       | Weeks on Chart |
|-----------|-----------|-------------------------------------|----------------|-----------|-----------|--|----------------|
| 1         | 1         | THE BEST OF MEL REEVEES             | 15             | 11        | 11        | SONGS OF TRAGEDY                                 | 5              |
|           |           | RCA Victor LPM 2990 (M)             |                |           |           | Billie Snow, RCA Victor LPM 2991 (M)             |                |
| 2         | 4         | TOGETHER AGAIN/MY HEART SHIPS       | 11             |           |           | LSP 2903 (M)                                     |                |
|           |           | A BEAT                              |                | 12        | 12        | THANKS A LOT                                     | 15             |
|           |           | Buck Owens, Capitol T 2103 (M)      |                |           |           | Merle Travis, Columbia 43154 (M)                 |                |
| 3         | 2         | THE BEST OF RICK OWENS              | 19             | 13        | 15        | GEORGE DICKENS SINGS LIKE THE DICKENS!           | 8              |
|           |           | Capitol T 2105 (M)                  |                |           |           | United Artists UAL 3534 (M)                      |                |
| 4         | 3         | DANCE ME/CHUG-A-LUG                 | 15             | 14        | 17        | THE TRAVELIN' BAND                               | 2              |
|           |           | Reiner Miller, Smash MGS 27049 (M)  |                |           |           | Merle Travis, RCA Victor LPM 2955 (M)            |                |
| 5         | 6         | R. F. O.                            | 11             | 15        | 10        | ON THE BANDSTAND                                 | 45             |
|           |           | Marty Robbins, Columbia CL 2220 (M) |                |           |           | Merle Travis, Capitol T 1679 (M)                 |                |
| 6         | 5         | LOVE, LIFE                          | 11             | 16        | 16        | GOLDEN COUNTRY HITS                              | 15             |
|           |           | Merle Travis, Columbia CL 2189 (M)  |                |           |           | Merle Travis, Capitol T 2009 (M)                 |                |
| 7         | 7         | I WALK THE LINE                     | 19             | 17        | 18        | YESTERDAY'S GONE                                 | 4              |
|           |           | Johnny Cash, Columbia CL 2190 (M)   |                |           |           | Roy Acuff, Decca MC 20919 (M)                    |                |
| 8         | 9         | TRAVELIN' WITH DAVE DUDLEY          | 10             | 18        | 14        | SLIPPIN' AROUND                                  | 8              |
|           |           | Mercy MG 20297 (M)                  |                |           |           | Gene Autry & Lester Morris, Columbia CL 2197 (M) |                |
| 9         | 8         | MOONLIGHT AND ROSES                 | 24             | 19        | —         | BITTER TEARS                                     | 1              |
|           |           | Jim Reeves, Victor LPM 2854 (M)     |                |           |           | Johnny Cash, Columbia CL 2248 (M)                |                |
| 10        | 13        | COUNTRY DANCE FAVORITES             | 7              | 20        | 19        | —  | —              |
|           |           | Ferlin Young, Mercury MG 20931 (M)  |                |           |           | Carl Smith, Columbia CL 2173 (M)                 |                |
|           |           | SR 40931 (S)                        |                |           |           | CS 9972 (S)                                      |                |

### Benefit in Honor Of Hal Horton

DALLAS—The late Hal Horton, ex-Dallas radio announcer who died a few years ago, was

honored with a country & western show here recently in the form of a benefit for Angels, Inc., a school for mentally retarded children.

Many country & western per-

formers who have now hit the

top have credited Horton with helping them find success.

Featured in the show were Hank Thompson, Bob Wills, Ernest Tubb, Kitty Wells, Johnny Wright, Bill Phillips, Leon Payne, Bob Shelton, the Billy Gray and Dewey Groom bands.

### Williams Jr. Wows Fans

MEMPHIS—Hank Williams Jr., young giant of 6 feet 1 and 180 pounds at age 15 (and still growing) wowed the fans at two Shows at the Auditorium this week (8) singing some of the songs of his late, great father.

The blond-haired youth, chauffeured around in a \$22,000 car filled with objects of his two hobbies—farmers and coins—delighted the "Your Cheatin' Heart" Spectators.

Williams signed a contract with MGM Records earlier this year which involves \$300,000 over three years.

His mother, Mrs. Hank (Audrey) Williams Sr., was also on the show, which included Stonewall Jackson, Sonny James, Roger Miller, Jim Shepard, Lamar Morris and Curley Fox.

### COUNTRY DJ OF THE WEEK



WGN Radio's "Mr. D.J. U.S.A." Nov. 13 will be Sam Dewey, Columbia, of WGN Radio, South Bend, W. Va. Dewey holds down the 11 a.m. to 4 p.m. slot each day on the 1,000-watt c/w station.

### WITH THE COUNTRY JOCKEYS

By BILL SACHS

K-SOP-Radio, Salt Lake City, which puts its new FM operation with its presenters, celebrated with a press conference at the Terrace, Salt Lake City, Saturday (11), featuring Stonewall Jackson, Red Sovine, Little Jimmy Dickens, Shirley Ray, Leon McAllister and Shirley Evans, Freddie Hart, Marvin Rainwater and Bonnie Owens will be at the Terrace for another K-SOP show Nov. 15. From Kansas City, Va., comes word that the recent edition of WCMS' "Grand Ole Opry" show was a huge success, with the musical fans coming in Municipal Auditorium for the performances. Featured were Faron Young and His Country Doctors, Don Gibson, Bessie Gentlemen, Eddie Boxcar, Justice Boys, Playboys, Darrell McCall, Bill Kivett, Ernest Evans, choruses were handled by WCMS deejays Carolyn Charlie Wiggs, Hopalong Joe Hopped, Sheriff Dan Trainor, Jessi Travers and Wild Bill Kivett. A special feature due to the late Jim Reeves, who was originally scheduled to appear on the show, was conducted by WCMS manager and president, George A. Crump.

Link Davis is currently on tour of New Mexico, Arizona and West Texas to promote his new Allstar release, "Big Mamou," which has been receiving good reviews. Davis is working with the "Country Stars of Dixie" package, assembled by promoter Dick Meekins. WBEY and WBZ Boston, Boston, are featuring a 30-minute show, Saturdays and Sundays, on KTRK-TV, Houston. Show carries the title "Gulf Coast Jamboree" and features Utah Carl and his country band, Stan Skelton, PD at Lubbock, Lubbock, Tex., reports that the station is featuring a weekly music special for Lubbock Municipal Auditorium Nov. 12. Headlining will be Hank Snow and the Rainbox Boys, Little Jimmy Dickens, Connie Smith and Buck Owens and His Buckaroos. Ernest Tubb and His Troubadours played a concert night at Lubbock's Municipal Auditorium Nov. 10. While the crowd was small (900), Tubb and his aggregation were enthusiastically received. Skelton says, "The Ritter Auditorium in Lubbock last Friday and Saturday (30-31) for the local Lions Club."

Ernest Tubb's new Christmas LP for Decca, "Blue Christmas," contains a recuit of "Billy Hayes" tunes, including "The Blue Christmas" album. Rita Mimsey (Miss Tennessee) was in Nashville last week to negotiate a recording pact with Clyde Beavers and Kash Rec.

SPRINGFIELD, Mo.—Chet Atkins, RCA Victor & man, last week signed 16-year-old Debra Lee, of Poplar Bluff, Mo., to a recording contract. The girl is the thrush will record for early release some original material written by Wayne Carson of Springfield.

Her first release is scheduled for early November on Groove Records, a division of A.C.A. Recently, Debra Lee has been appearing at the Rendezvous in the Colonial Hotel here.

Della Rae, one of 17 children, is working under the personal management of Di Siman, well known country music impresario and publisher, of this city.

**so...  
let's  
talk  
about  
hot  
singles**

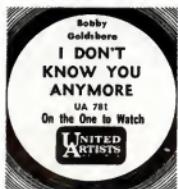


**now  
let's  
talk  
about  
great  
new  
albums**



## BARNETT JOINS CLARK JAUNT

**NEW YORK** — Bob Barnett, formerly program director at KAFY, Bakersfield, Calif., has joined the Dick Clark Caravan as a talent booker. He is headquartered at 1631 Broadway, New York.



The #1 Follow-Up to the #1 Record  
WATCH FOR IT  
"HEY LITTLE ONE"

J. FRANK WILSON  
and The Caveliers  
Jesus '926

Nationally distributed thru  
JAY-SEE RECORD CO., INC.  
318 W. 48 St., N.Y. 36, N.Y.

HIT Teen Sound!

"WHY DON'T THEY  
UNDERSTAND"

The Davis Brothers  
Guyden 3120

J/S Jamie/Guyden Dist. Corp.  
Phila. 21, Pa.

SEND US YOUR TAPE...  
WE'LL DO THE REST!  
ALL SIZES TO ORDER. WE HAS  
TICKET STAMPS! ATTRACTIVE  
PRESSESS. PORMPT AND  
RELIABLE  
SONG CRAFT  
1650 Broadway  
N. Y. C. 19

National

Breakout!

"DO ANYTHING YOU WANNA"

by HAROLD  
BETTERS

#747 Parts 1 and 2

THIS IS THE  
ORIGINAL  
VERSION



GATEWAY RECORDINGS, INC.  
234 Forbes Ave.  
Pittsburgh, Pa. 15222



## Finer Goes For Push in Small Marts

**PHILADELPHIA** — Harry Finer, president of General American Records and record industry veteran, is concentrating his promotion in various small markets.

The Finer approach is for the most part to use promotional methods whereby the pressure is put on the power-house stations in the large markets for exposure of new material.

"Many larger stations in the big markets automatically ignore the smaller labels," charged Finer, "and I don't even think the envelope is mailed in."

Finer pointed out that new records are not held in the smaller markets, but rather receive instant air exposure.

"Many of the stations in these markets rely heavily on listener polls where the best records received that day are aired for listening. The kids do know if a record is a good one," observed Finer.

Included among the test areas used by General American are: Johnstown, Pa. (Larry Ford, WCRQ), Manchester, N. H. (WPEAK), New Haven, Conn. (WANR), Newburgh, Conn. (Lee Moore, WNOK), Springfield, Mass. (Ken Capurso, WHYN) and Worcester, Mass. (Dick Smith, WORC). Springfield, through WORC, has long been recognized as a key record test area.

Finer, responsible for the initial release of "I'm Home," by J. Frank Wilson on the Tamms label before it was picked by Jose and the introduction of the Tamms, currently has releases cut by the Velvet Satins and the Tamms on General American.

### WKUL Contest

**CULLMAN, Ala.** — WKUL staged a costume and talent contest on Halloween. Prizes were awarded to the wearer of the weirdest costume and the winner of the talent contest. The event was free to all who came in costume.

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### COME SEE ABOUT ME

Supremes, Motown 1068

### ★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

#### ROSES ARE RED MY LOVE . . .

"You Know Who" Group, 4 Corners 113 (Tiffany, BMI) (Boston)

#### JULIE KNOWS . . .

Randy Sparks, Columbia 43138 (Apt., ASCAP) (Chicago)

## ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 x 5 cards these biographies will help you build a convenient file of such data.



### THE ROLLING STONES (London)

Brian Jones (20), Bill Wyman (23), Keith Richards (21), Mick Jagger (20), and Charlie Watts (23). They met at the Marquee Club in London to listen to music and ended up forming their own group. Their approach to music is different from other English groups . . . they have a basic rhythmic and blues approach. And apparently the public likes it. Every one of their records has been a hit. Their favorite performer is Chuck Berry. The Rolling Stones is the title of an old Muddy Waters blues.

LATEST SINGLE: "Time Is on My Side," No. 30 on Billboard.

### Exhibit Spots Stereo Radio

**WEST BERLIN** — The 1964 German Industrial Exhibition is highlighting stereophonic radio broadcasting.

All major German radio manufacturers are exhibiting. Stereo test receivers and stereo experts at the fair are predicting that all home radio sets will be stereophonic within a few years.

Radio Free Berlin is broadcasting all-day programs in stereo sound during the week-long exhibition. Radio Berlin station, a pioneer in stereo broadcasting, will go on an autumn schedule of three-hour daily stereo test transmissions.

Radio manufacturers are cooperating at the exhibition in operating a stereo concert hall in stereo broadcasting.

Most German radio stations are now programming daily stereo test transmissions, and, according to manufacturers, the test programming already has increased the sale of stereo radio sets.

### Sonderling Buys

Continued from page 18

go, but the station would try to blend in sales and other administrative people. KFOX has been a c&w outlet four years and was founded in 1924.

Its deejay line-up includes: Dick Haynes, Lee Ross, Clifffie

### Ink Fuller Bros.

The four Fuller Brothers, dancing-singing group which also plays 11 instruments, have been signed to a personal management contract by Dub Allbritton, president of Allbritton with General Artists Corporation. Allbritton (who also manages Brenda Lee, Red Foley, and the Casuals) is currently negotiating for recording contract for the Fullers.

### Right Last Name

Continued from page 10

Want You," which she starts off slow and easy and builds into a swinger.

She followed next with a soft and warm rendering of "Allez Venir," and then she accompanied by Roger Sprung on the banjo, belted out the traditional and new swingin' version of "Frankie and Johnny." Later in the show Starr and Sprung moved down the track with "Walsh Cannonball," on full head of steam.

Repeated demands from the audience brought on her all-time all-timers, "Side by Side" and "Wheel of Fortune." The songs as she performs them will always be all-time greats, as will Kay Starr.

GIL FAGGEN

Stone, Bill Collic, Carl (Deacon) Moore, Bill Patterson, Hugh Cherry, Joe Allison and Bob Kingsley.

### THE PRICE . . .

Solomon Burke, Atlantic 2259 (Cotillion, BMI) (New York)

### WALK AWAY . . .

Matt Monro, Liberty 55745 (Ardmore-Beechwood, BMI) (Detroit)

### THE 81 . . .

Candy & the Kisses, Cameo 336 (Hill & Range, BMI) (Philadelphia)

### SCRATCHY . . .

Travis Womack, Are 204 (Rolando, BMI) (Los Angeles)

### I WANT YOU TO HAVE

### EVERYTHING . . .

Lee Rogers, D-Town 1035 (Malt's, BMI) (Detroit)

### SLOOP DANCE . . .

Vibrations, Okie 7205 (Jolynne, BMI) (Pittsburgh)

## KPEG Marks New Qtrs.

**SPokane** — KPEG unveiled its ultramodern broadcast facilities on Crestline Street, at a reception and open house Oct. 30.

Housed in what looks like a handsome ranch home, the offices and studios have all been custom designed. The station has two studios, one for news and a large one specifically for interview, news and panel programs. One of the studio control rooms will be utilized primarily for production. Both control rooms are cartridge tape and reel tape machines.

KPEG has provided an attractive and functional home for its 3,000 singles and 1,000 album record library. The approximately 12,000 selections are card-filed by artist and title. The room also contains a custom-tailored control console that enables the program director to audition tapes and cartridges, and to monitor the competition.

## Nov. 15 C&S Gala

Continued from page 18

cast with a live studio audience.

The comedy highlights will involve such stars as:

Fred Allen, Don Ameche, Eddie Barrymore, Major Bowes, Eddie Cantor, Nelson Eddy, W. C. Fields, Clark Gable, Dorothy Lamour, Charles Laughton, Camille Lombard, Adele Mara, Marion Nestor, Ray Noble, Jack Oakie, Margaret O'Brien, Mary Pickford, Rudy Vallee, Mae West and others.

Appropriately enough, announced on the show will be Jimmy Wellington, one of the popular radio announcers of the period, and a man who worked "The Eddie Cantor Show" for Chase & Sanborn.

## WEIGH SUIT ON TRODAPISTS

**NEW YORK** — ABC-TV is exploring possible legal action against several radio stations that reportedly taped the recent performance of the Beatles from their AM airwaves. At the same time stations in the U.S. are to tape more than any performance from TV or radio and replay it on the air or for profit anywhere without obtaining written permission from the originating source.

# WINDFALL!

Already received and evaluated by 3285 AM, 527 FM radio stations, 27 TV producers, 128 columnists, 216 newspapers/magazines, 30 distributors, 43 promotion men...

...most of whom consider these albums a potential-plus holiday offering. Are you for a big pre-Christmas traffic push?

...from the first name in sound!



**ALLAN SHERMAN**  
For Swingin' Livers Only!  
LIVERS



ORIGINAL MOTION PICTURE SOUNDTRACK  
"SEX AND THE SINGLE GIRL"  
NEIL HEFTI



THE INSANE (BUT HILARIOUS) MINDS OF  
COYLE & SHARPE • Coyle & Sharpe



LADY HEPBURN DISCOVERS  
PICCOLA PUPA



# audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## Detroit Expects Top Christmas

By HAL REVES

DETROIT—Christmas business should hit an all-time high, Motor City dealers report. If the boom fails to materialize, it will be a big disappointment to the industry, but dealers are presenting highly optimistic mood.

An important consideration affects all marketing here—Detroit has been without newspapers for three months, and prospects for settlement appear remote. Consequently all promotional plans are on a catch-as-can basis.

Despite newspaper void, however, business among retail stores is reported good. And it is on this background of solid cash register performance that retailers rest their pleasant anticipations for the holidays.

The automobile labor negotiations are having little effect here. Woreld's, the Detroit chain, seesawing, the public appears to be spending for home entertainment resources. The dealers are profiting and expect to continue

Business is up some 30 per cent over 1963, according to Mt. Keverson, Uptown Radio Components, Inc., suburban outlet. One big reason is that the firm has concentrated on better merchandise—lines like Scott, Magnavox, Imperial and Ampex.

"This means dollar volume, and better profits as well," says Keverson. Significantly, he finds more people buying better quality tape recorders than a year ago. For the holidays, "the outlook is very good. We are looking forward to showing a lot of high end goods."

Business has been well ahead of last year for the great Grinnell chain. One reason has been a program of growth, with a new store just opened in Toledo, two in Michigan opening this week, and another shortly in the Royal Oak Shopping Center at Louisville. Another reason: the Shackleton chain name. The impetus of fall is expected to carry right through the holiday season—and even the absence

of newspapers is not expected to hurt too much in the home town.

One of the most significant points noted in assessing business came from Lou Salasin, operator of the Mumford Music Shop. "The perennial slump in record sales, when the youngsters return to school in September, simply failed to materialize, and we found more people buying better quality tape recorders than a year ago. For the holidays, 'the outlook is very good. We are looking forward to showing a lot of high end goods.'

Business has been one fly in the ointment according to Salasin: "The profit picture is not as good (despite high volume) because we are selling at greater discount to meet the competition." This, however, is apparently over a local phenomenon.

At the Good Housekeeping Shops, an important chain, business is "excellent—perhaps the best ever. We can't understand it. Business is running at an all-

time high. The year as a whole will be up substantially," according to Harold Baker, advertising manager. He stressed the point that this climactic level has been held despite the missing newspapers.

### Plans for Christmas

With this prevailing high optimism, retailers are varying their plans for holiday promotion.

The uncertainty of the strikes make confirmation of detailed plans impossible. In addition, retailers are naturally reluctant to tip off their plans to their competition.

Some major changes in use of media are expected. Merchandise men are striving to keep their programs flexible. J. L. Hudson Company, generally regarded as the world's largest department store (doing tremendous business in the home entertainment field), has been doing excellent business throughout the newspaper strike.

A special tabloid circular.

(Continued on page 44)

## CHRISTMAS SHOULD BE BEST EVER

In this second of a series of regional reports on Christmas merchandising, home entertainment dealers in Michigan, Kansas, Colorado and Alabama all predict a great year—perhaps the best ever. As in last week's survey of such key markets as New York, Boston and Memphis, the big glamour product is expected to be color TV. Close behind, however, is the stereo console, the portable TV and the tape recorder. Many dealers also tell of greater interest in high end merchandise as opposed to the budget lines.

While the novelty of many of the new home entertainment products is invariably cited as contributing to the boom, the big reason appears to be simply one of timing. The summer is well-heated, and home entertainment dealers expect to get at least their share of the pie.

## See Kansas Boom in TV's and Consoles

By BEVERLY BAUMER

HUTCHINSON, Kan.—With business in Wiley's Inc., music department up 15 per cent over last year, Harry Eltherton, store manager, is looking for "a real good year."

"People are buying," Eltherton said. "We'll hit the Christmas season with newspaper and radio advertising. We'll have home demonstrations on TV and stereo sets, and our in-store displays will be categorized—grouping stereo together, TV's together, portables in one section, etc."

Mrs. Betty Griffitt, manager of Wiley's music department, said Christmas records will be played throughout the store. The music department will be decorated with candles and Christmas flowers.

### Push Color

"We will be pushing colored TV and home entertainment

theaters," she said. "This has been a big year for stereo.

People are going more to theaters."



TAPE RECORDERS may have big play this Christmas, believes Dorce Hayes, of Hayes Record Shop, Hutchinson, Kan. Display is near entrance of shop.

## Denver Dealers See Big Yule; Cite Peak Interest in Stereo

By BOB LATIMER

DENVER—As Christmas approaches, Denver home entertainment dealers are looking forward to a profitable holiday season. Behind the optimism is the increase in 1964 sales over 1963, plus the large number of layaway purchases already made.

Dealers contacted by Billboard expressed satisfaction with year-to-date sales figures despite a slow 1964 start. Good economic conditions in the Colorado capital tax relief and higher public interest in stereo have all combined to make this a solid sales year.

Dealers are using plenty of promotion, chiefly newspaper advertising and competitive price specials to maintain volume. For Christmas merchan-

dising, however, such dealers as Lindy's Appliances, will switch to a quiet approach, concentrating on sales of top-drawer, better priced stereo phonographs, color TV and home entertainment equipment in general.

Lindenmeir plans to use home demonstration as a potent sales weapon and will play up the gift-for-the-family theme in offering stereo, phonographs, color TV and higher priced stereo equipment.

Every indication is that with an elaborate choice of financing methods, and general high interest in stereo, the bulk of Christmas profits will be earned in better price phonograph brackets, as well as tape recorders and TV.

"Pat" Patterson of Patterson's

in the Denver suburb of Englewood, developed a clever idea for selling big, bulky home entertainment items during the holidays.

Well aware that it is difficult (Continued on page 46)

## Alabama Dealers Optimistic

By JEANNETTE FORMBY

DOTHAN, Ala.—Christmas season shows great promise of being a profitable one, declare dealers in Southern Alabama.

Home entertainment retailers in Montgomery point to the wide interest in stereo which has been fostered by heavy promotion all through 1964. Most

dealers report volume up for 1964 over 1963, particularly in the area of high-priced phonographs. A typical dealer, Raymond Cohen of Montgomery, pointed to the fact that sales have been down in lower priced portable and tabletop phonographs, but that greater volume in phonographs over

\$500 has well offset that problem.

Christmas merchandising, for the greater part, will consist of heavier newspaper and direct-mail campaigns, with the emphasis on variable time payment plans which will make it easier for the customer to buy in ex-

(Continued on page 46)



WILEY'S, INC., Hutchinson, Kan., looks for a "real good year" in music department. Part of holiday in-store display program will stress grouping of like items together.



# "NOBODY LOVES ME"

ANNA CRAIG

FOX 540

# "RIO CONCHOS"

JOHNNY DESMOND

FOX  
546



# WINNING SLATE

BY A LANDSLIDE

MARY WELLS

# "AIN'T IT THE TRUTH"

FOX 544

5th STRAIGHT TERM

# "LITTLE DRUMMER BOY"

HARRY  
SIMEONE  
CHORAL

FOX 429

THEME FROM

# "GUNS AT BATASI"

ORIGINAL SOUND TRACK

FOX 547

# "GOODBYE CHARLIE"

JOYA  
SHERRILL

FOX 548

# PROGRAMMING SPOTLIGHTS

• *Continued from page 14*

## COUNTRY & WESTERN Spotlights

**DOTTIE WEST—IN ITS OWN LITTLE WAY** (Window, BMI) (2:19)—Another top performance from the consistent best seller singer and songwriter! Definite hit chart material. Flip: "Didn't I" (Window, BMI) (2:42).

RCA Victor 8467

**WEBB PIERCE—BROKEN ENGAGEMENT** (Cedarwood, BMI) (2:45)—The sad "Dear John" tale of a lost love which will cheer Webb up as it climbs up the best seller list! Flip: "That's Where My Money Goes" (Cedarwood, BMI) (2:18).

Decca 31704

**GEORGE JONES AND MELBA MONTGOMERY—MULTRY ME AND HURTACHES** (Wek, Des-Glad, BMI) (2:21)—Strongest duo in the field today. Two great artists and two great sides for the price of one. Flip: "Once More" (Acuff-Rose, BMI) (2:18). United Artists 784

**ERNEST TUBB—(A MEMORY) THAT'S ALL YOU'LL EVER BE TO ME** (Tubb, BMI) (2:30)—PASS THE BOOZE (Loomis and Oscar, BMI) (2:40)—Side one is a saddy delivered in first-rate style. Flip is oldie, but greatie, and gets belly-up-to-the-bear treatment. Plenty of pathos to the bottle. Decca 31706

**HARLAN HOWARD—THE DEEPENING SNOW** (Panter, BMI) (2:22)—Warm and tender reading of waltz tempo ballad. Chorus in support with some good lonely guitar thrown in. Flip: "Hobo Jungle" (Combine, BMI) (2:05).

Monument 864

**MARGIE BOWES—WATCH ME FALL** (Epic, ASCAP) (2:40)—Ideal voice for heartbreaker ballad! It's difficult to contain one's emotions at this point. Flip: "Big City" (Sure-Fire, BMI) (2:03). Also side to watch. Great lyric, shufflin' beat with Tex-Mex sound. Decca 31708

**CONNIE HULL—I WISH I WAS THE BOTTLE** (Glad, BMI) (2:39)—Here's an interesting new one. It's a goodie, but it's a little . . . the bottle in her lover's hands. Man, love sure is intoxicating! Top-notch weeper and performance. Hic. Flip: "Constantly" (Glad, BMI) (2:13).

Musicor 1047

## Beatles', Stones' Disks to Be Released Week Apart

**LONDON**—The Beatles' new single, "I Feel Fine," is being issued here Nov. 27, a week after the release of the Rolling Stones' new Decca album. Advance orders for the Beatles record are expected to near the million mark, and EMI has already begun pressing, but

Decca is equally optimistic about its record.

During the past few months the Stones have scored in popularity.

EMI has made sure that both titles on the new Beatles' record are excluded from the new album, "Beatles for Sale," available a week later. Their last single, "Hard Day's Night," was, of course, also the title track of their big selling LP which it "used the disk's final sales."

Sales of the "Hard Day's Night" album have reached within 30,000 of the 1,000,000 mark in six months; the only LP which has ever sold 1,000,000 copies is Beatles' "Help" . . . and that took five years.

The Beatles' next United Artists film—which is in color—will be a comedy thriller with Ringo being hunted down by a would-be killer. The screen play is being written by an American, Mark Vahm, who was responsible for "Charade."

But there'll be ample opportunity for songs—probably more than in "A Hard Day's Night."

Producer Walter Shenson plans to have the movie available for distribution early in June. It goes on the floor Feb. 22.

## Reprise Inks Dino, Desi Sons

**HOLLYWOOD**—Reprise has signed in youngest ever trio, featuring two sons of famous entertainers. New kids is Dino, Desi and Jimmy, which will record rock 'n' roll music under a&r chief Jimmy Bowen.

Dino's dad is Dean Martin and Desi's is Desi Arnaz. Third member comes from a non-entertainment family whose last name is Hinshaw. The three met while playing little league ball in Beverly Hills.

Frank Sinatra heard them rehearsing in Dean Martin's house and notified Bowen. They have been signed to a three-year pact, with their first single set for release next week. Bowen will have the distinction of handling sessions by both young Dino and his famous father.

## JACK BARLOW—49-51 (Ringneck, BMI) (2:29)

—Jack's deep baritone is reminiscent of the late, great Jim Reeves. Catches lyric line on this tear-jerker ballad impressively delivered. Flip: "After All" (Four Star, BMI) (2:18).

Sonoma 1420

## CHRISTMAS Country Spotlight

**HANK THOMPSON—I'D LIKE TO HAVE AN ELEPHANT FOR CHRISTMAS** (Texoma, ASCAP) (2:04)—"The home and gonna get him under the tree?" is the problem. Hank on this bouncy cut. Now that the election is over Santa should have a big surplus of Elephants. Flip: "Mr. & Mrs. Snowman" (Texoma, ASCAP) (2:18).

Capitol 5310

## RHYTHM & BLUES Spotlights

**MIKE ST. SHAW—SEND ME SOME LOVIN'** (Venice, BMI) (2:20)—A wailer that rocks from start to finish. Powerful performance and arrangement. Definite chart climber. Flip: "From the Bottom of My Heart" (Rush-Pro, BMI) (2:35).

Repri 0325

**BIG MAYBELLE—MY MOTHER'S EYES** (Feist, ASCAP) (2:22)—Moving performance of the evergreen done in the soulful distinctive Big Maybelle style. Flip: "Careless Love" (Cuckoo-Luck, BMI) (2:27). Another great standard with another strong performance and equally as commercial as the first side. Rojana 1003

**WALLACE BROTHERS—ONE WAY AFFAIR** (English, BMI) (2:05)—Plenty of commercial appeal here with a strong possibility of pop sales as well. Flip: "Go On Girl" (Columbia, BMI) (1:35).

Sims 226

## CHRISTMAS Rhythm & Blues Spotlight

**THE IMPRESSIONS—AMEN** (Famco-BMI) (2:48)—Stirring rendition of old spiritual with a definite rock beat. A strong contender for the charts. Should be before Christmas and carry on through. Flip: "Long Long Winter" (Curton, BMI) (2:48).

ABC-Paramount 10602

## BASSEY BACK WITH NEWELL

**LONDON**—Despite her current chart success with "The Goldfinger" title song made by Beatles' record producer George Martin, Shirley Bassey is returning to Norman Newell, the a&r man with whom she made her greatest hits after leaving Philips for EMI. Bassey, once Britain's biggest selling female artist, switched a&r men a year ago after a dispute with Newell.

## Bonner Joins Decca Records

**NEW YORK**—Joel Bonner has joined Decca Records, reporting to Lenay Salasin, Decca's director of promotion and publicity. Bonner also will work on the Coral and Brunswick lines. While his duties will encompass all phases of the company's promotion operation, he will concentrate mainly in the field of r&b.

Before joining Decca, Bonner had promotion stints with Kama Sutra Productions, Philips Records, singer Dee Clark, and most recently he served as an independent promotion representative.

# NEWS OF THE WORLD

## • *Continued from page 26*

Bombay Records. His comment on Vera Sandor's album, "Ten Minutes to Midnight": "The most exciting new voice since I first listened to Sarah Vaughan," back when I had the Blue Note." NICK BIRO

## OSLO

**JIM REEVES** has set a new record here in Norway, his RCA Victor platter "I Love You Because" stayed 30 consecutive weeks on the VG Top Ten. The record he beat was on 29 weeks, set by "He'll Have to Go" in 1960 by Jim Reeves.

Three Jim Reeves titles are on the VG chart: "I Want You Forget You" (No. 3), and both sides of "I Guess I'm Crazy" and "Not Until the Next Time" (No. 4 and 9). **Kirsti Sparre** is a new singer to watch out for in Norway, she recently won the competition for a tour of the United States. She's had a great summer and is having success with her record "Ballerina" on Triola label.

Negotiations between Brian Epstein (assets: The Beatles, Gerry and the Pacemakers, Cilla Black and Billy J. Kramer, etc.) and **Tito Burns** (assets: The Searchers, Dusty Springfield, The Foundations) are still on. Both of their companies have been bought off. Burns is now considering another offer from the powerful Grade Organization.

International visitors to EMI include **Morris Levy**, who is discussing possibilities of recording here for his Roulette label. **Bob Dylan** (assets: The Byrds, Copenhagen, having talks about the promotion of records and other EMI products in Denmark. And **Toumbakaris**, a top executive of EMI's Greek subsidiary in Athens, etc. At Decca for talks with **Chairman Sir Edward Lewis**, general manager **Bill Townsley** and RCA Victor's British label manager **Mike Hawgood** were Victor vice-president (International) **Dario Sorbi** and **Peter Baumberger**, vice-president of RCA Overseas S. A. (Geneva). Following **Jack Good's** visit to record a host of British stars including **The Beatles** for his "Shindig," America's ABC-TV is negotiating to use the series to promote British records.

The **Manfred Mann** group has won a Gold Disk for million-plus sales of "Do Wah Diddy Diddy." The group's follow-up, just issued here, is another American composition: "Sha-La-La." **CHRIS HUTCHINS**

**JIMMY JUNGERMANN**

## ZURICH

**Billy Toffel** is traveling through Europe. He was popular years ago as a soloist of the "Original Teddies." He now lives in Mexico, where he is still in the record business. He visited Turicaphon in Riedikon, where he made his first recordings in 1940.

Producer **Werner Tautz** visited through Europe. One of his recent productions is entitled "Heinz Kiesling's Coloured Strings," on Elite Special. This record will soon be pressed in Canada. Negotiations with Japanese record companies are on the way. **Conductor Helmut Kiesling** left England for a visit to Japan. . . . Famous Hungarian composer **Pál von Györgyi** met Hans Oestreich Jr. in Zurich to discuss the Swiss record market.

**CHRIS HUTCHINS**

## Detroit Expects Top Christmas

### • *Continued from page 42*

with a few outstanding offers from record companies being planned by Good Housekeeping Shoppe for Christmas promotion—but only if the papers stay out.

Good Housekeeping will push stereo, and put a little more emphasis on television. Baker said, because TV is generally more profitable as a gift for the whole family.

Mumford Music is turning to increased use of FM stations to promote classical music in its Christmas planning. The station will also rely heavily on window displays. This is in line with long range plans to increase the inventory of classical music, making this an important department for the gift trade.

**Knowledgeable People** are another important part. Salasin believes, in meeting various forms of competition—"Classical record buyers are getting tired of trying to find their records on a rack. Cheapness does not make up for lack of knowledge in a discount store."

Grinnell's is putting out an annual catalog for the holiday

trade. Other Christmas plans are not available or firmly set. Pre-holiday promotion is being built up by **Heinz Kiesling**, who is also the "Detroit Teen Queen." A special sideline will be a theater dinner party for five couples tied in with the opening of the movie "My Fair Lady."

**A. L. Grinnell** and his staff of four or five brochure holiday mailings is being made to a list of about 50,000 names—some 30,000 from the store's own files and the rest from directory listings. Brochures from record companies like Magnavox and Polar are being used. In addition some custom-prepared material is being used.

Lists of professional people are used for the mailings. Milt Keverson says, "We try to aim at some of the better income groups." The cost of the preparation (of mailings) will be more effective. This seems to work better than anything else."

Uptown will spend about \$500 on decorations for the Christmas season, to make the store attractive and seasonal in its visual impact upon customers and passing traffic.

She has a hit and she's  
now on Vee-Jay Records

# Shelley Fabares



VJ #632 I KNOW YOU'LL BE THERE  
**Vee-Jay is still only #7 in sales**

A DUNHILL PRODUCTION



# BULK VENDING news

## EDITORIAL

### Time for Action

Blue-sky operations have been an unfortunate but very real part of the entire vending industry. Unfortunate because they have tended to reflect unfairly on the thousands of legitimate operators, and very real because they have been a drain on the industry's strength.

Blue-sky operators—as everyone knows—are unscrupulous promoters who will sell equipment to unsuspecting customers at a greatly inflated price with promise of returns that stretch as high as the blue sky—hence the term.

No legitimate bulk vending operator, distributor or manufacturer will have anything to do with such persons—not only because of the harm they do in the industry, but because their activities are nothing but outright frauds.

What can be done? We feel the Better Business Bureau took a big step forward with its recommendation for minimum standards of acceptability for vending machine advertising.

As Allen E. Bachman, NBBB executive vice-president, noted, "substantial strides in this direction can be made by denying the dishonest operator access to his principal avenue of approach to prospective victims—the classified and display advertising columns in print media."

Policy and enforcement, however, are two different things. Billboard's policy, for example, has always been ironclad. But many consumer magazines and newspapers not as familiar with the vending industry can be swayed.

The answer is grass-roots enforcement. Dan Mitchell, NVA legal counsel, has asked all industry members to report suspected violations in NVA. Mitchell's ploy should be taken seriously. Who is better qualified to spot an industry infraction than a knowledgeable member of that same industry?

Many people seem to feel that blue-sky operators will always exist. Maybe so. But the bulk vending industry can make a real contribution by seeing that they're kept to a minimum. And the sooner the general public knows it, the better.

### 'Don't Be Smeared by Blue-Sky Image,' Mitchell Warns Industry

CHICAGO — Dan Mitchell, National Vending Association legal counsel, warned the bulk industry against ever letting itself be identified in the public eye as the "small percentage of blue-sky operators that unfortunately will always be a problem."

Mitchell's statement came along with a national warning against blue-sky promoters by the Better Business Bureau and the National Automatic Merchandising Association (see separate story).

The NVA legal counsel noted that blue-sky promoters had always been a problem in the vending industry and that since bulk operators were a part of the industry, it was a problem for them to stop.

Mitchell noted however that "successful" blue-sky promoters



DON MITCHELL

were diminishing because of the tremendous publicity given such schemes by organizations such

### NAMA and Better Business Bureau Warn Blue-Sky Ops

CHICAGO — The National Better Business Bureau and the National Automatic Merchandising Association warned today that some unscrupulous promoters are utilizing the growth of the vending machine industry in fleecing uninformed persons with the promises of large profits, little work and no risk through the operation of vending machines.

An NBBB bulletin on deceptive vending machine promotions prepared with the co-operation of NAMA said the great majority of those who buy, sell and operate vending machines are legitimate businessmen, but noted that there is a small number of dishonest promoters operating on the fringe of the \$3,500,000,000-a-year industry.

The high-pressure salesmen, the bulletin said, are generally independent agents who buy vending machines from small manufacturers and then resell them to inexperienced persons who can find an easy route to extra income.

The bulletin said these promoters move from community to community and interview

prospective applicants from transient quarters. Contact is usually made through newspaper classified advertisements.

A typical ad reads: "\$300 monthly space time. National concern will select man to own and operate profitably vending machines in this area. No selling. Must have six hours per week spare time, references, and \$600 cash immediately available. Income immediately, space time up to \$300 monthly. No guarantees of taking over full time. Income increasing accordingly."

The bulletin said vending is a full-time occupation requiring capital, knowledge and training, and any offer in get started in the business "part-time" is almost always a lie.

To curb the activities of unscrupulous promoters in the NBBB and the vending industry trade association recommended in advertising media minimum standards for the acceptability of vending machine advertising several years ago.

Allen E. Bachman, NBBB executive vice-president, said substantial strides in this direction can be made by denying the dishonest operator access to his principal avenue of approach to prospective victims—the classified and display advertising columns in print media.

Seven minimum criteria for evaluating the acceptability of vending machine advertising are incorporated in the NBBB bulletin. They cover references to specific earnings from vending machines, franchise arrangements, misuse of national brand names, location of vending machines, and the sale of machines disguised as an employment offer, among others.

Taking note of the industry's postwar growth rate, the bulletin said there are now more than 4,000,000 automatic merchandising machines in operation. The annual volume of merchandise vended approximates \$3,500,000.

The bulletin said automatic merchandising offers competent individuals an opportunity to make money operating good machines in good locations. However,

(Continued on page 48)

### MANDELL GUARANTEED USED MACHINES

N. W. Model 49, 14 ft. S. .... \$14.00

Plasticine Nuts, Juniper Green, 14 ft. .... 46

Plasticine Nuts, Juniper Green, 16 ft. .... 46

Plasticine Nuts, Juniper Green, 18 ft. .... 46

Plasticine Nuts, Juniper Green, 20 ft. .... 46

Plasticine Nuts, Juniper Green, 22 ft. .... 46

Plasticine Nuts, Juniper Green, 24 ft. .... 46

Mixed Nuts, 14 ft. .... 46

Mixed Nuts, 16 ft. .... 46

Mixed Nuts, 18 ft. .... 46

Mixed Nuts, 20 ft. .... 46

Mixed Nuts, 22 ft. .... 46

Mixed Nuts, 24 ft. .... 46

Barber Baked Beans, 14 ft. .... 46

Barber Baked Beans, 16 ft. .... 46

Barber Baked Beans, 18 ft. .... 46

Barber Baked Beans, 20 ft. .... 46

Barber Baked Beans, 22 ft. .... 46

Barber Baked Beans, 24 ft. .... 46

Barbie Gum, 23 ft. .... 46

Barbie Gum, 25 ft. .... 46

Barbie Gum, 27 ft. .... 46

Barbie Gum, 29 ft. .... 46

Barbie Gum, 31 ft. .... 46

Barbie Gum, 33 ft. .... 46

Barbie Gum, 35 ft. .... 46

Barbie Gum, 37 ft. .... 46

Barbie Gum, 39 ft. .... 46

Barbie Gum, 41 ft. .... 46

Barbie Gum, 43 ft. .... 46

Barbie Gum, 45 ft. .... 46

Barbie Gum, 47 ft. .... 46

Barbie Gum, 49 ft. .... 46

Barbie Gum, 51 ft. .... 46

Barbie Gum, 53 ft. .... 46

Barbie Gum, 55 ft. .... 46

Barbie Gum, 57 ft. .... 46

Barbie Gum, 59 ft. .... 46

Barbie Gum, 61 ft. .... 46

Barbie Gum, 63 ft. .... 46

Barbie Gum, 65 ft. .... 46

Barbie Gum, 67 ft. .... 46

Barbie Gum, 69 ft. .... 46

Barbie Gum, 71 ft. .... 46

Barbie Gum, 73 ft. .... 46

Barbie Gum, 75 ft. .... 46

Barbie Gum, 77 ft. .... 46

Barbie Gum, 79 ft. .... 46

Barbie Gum, 81 ft. .... 46

Barbie Gum, 83 ft. .... 46

Barbie Gum, 85 ft. .... 46

Barbie Gum, 87 ft. .... 46

Barbie Gum, 89 ft. .... 46

Barbie Gum, 91 ft. .... 46

Barbie Gum, 93 ft. .... 46

Barbie Gum, 95 ft. .... 46

Barbie Gum, 97 ft. .... 46

Barbie Gum, 99 ft. .... 46

Barbie Gum, 101 ft. .... 46

Barbie Gum, 103 ft. .... 46

Barbie Gum, 105 ft. .... 46

Barbie Gum, 107 ft. .... 46

Barbie Gum, 109 ft. .... 46

Barbie Gum, 111 ft. .... 46

Barbie Gum, 113 ft. .... 46

Barbie Gum, 115 ft. .... 46

Barbie Gum, 117 ft. .... 46

Barbie Gum, 119 ft. .... 46

Barbie Gum, 121 ft. .... 46

Barbie Gum, 123 ft. .... 46

Barbie Gum, 125 ft. .... 46

Barbie Gum, 127 ft. .... 46

Barbie Gum, 129 ft. .... 46

Barbie Gum, 131 ft. .... 46

Barbie Gum, 133 ft. .... 46

Barbie Gum, 135 ft. .... 46

Barbie Gum, 137 ft. .... 46

Barbie Gum, 139 ft. .... 46

Barbie Gum, 141 ft. .... 46

Barbie Gum, 143 ft. .... 46

Barbie Gum, 145 ft. .... 46

Barbie Gum, 147 ft. .... 46

Barbie Gum, 149 ft. .... 46

Barbie Gum, 151 ft. .... 46

Barbie Gum, 153 ft. .... 46

Barbie Gum, 155 ft. .... 46

Barbie Gum, 157 ft. .... 46

Barbie Gum, 159 ft. .... 46

Barbie Gum, 161 ft. .... 46

Barbie Gum, 163 ft. .... 46

Barbie Gum, 165 ft. .... 46

Barbie Gum, 167 ft. .... 46

Barbie Gum, 169 ft. .... 46

Barbie Gum, 171 ft. .... 46

Barbie Gum, 173 ft. .... 46

Barbie Gum, 175 ft. .... 46

Barbie Gum, 177 ft. .... 46

Barbie Gum, 179 ft. .... 46

Barbie Gum, 181 ft. .... 46

Barbie Gum, 183 ft. .... 46

Barbie Gum, 185 ft. .... 46

Barbie Gum, 187 ft. .... 46

Barbie Gum, 189 ft. .... 46

Barbie Gum, 191 ft. .... 46

Barbie Gum, 193 ft. .... 46

Barbie Gum, 195 ft. .... 46

Barbie Gum, 197 ft. .... 46

Barbie Gum, 199 ft. .... 46

Barbie Gum, 201 ft. .... 46

Barbie Gum, 203 ft. .... 46

Barbie Gum, 205 ft. .... 46

Barbie Gum, 207 ft. .... 46

Barbie Gum, 209 ft. .... 46

Barbie Gum, 211 ft. .... 46

Barbie Gum, 213 ft. .... 46

Barbie Gum, 215 ft. .... 46

Barbie Gum, 217 ft. .... 46

Barbie Gum, 219 ft. .... 46

Barbie Gum, 221 ft. .... 46

Barbie Gum, 223 ft. .... 46

Barbie Gum, 225 ft. .... 46

Barbie Gum, 227 ft. .... 46

Barbie Gum, 229 ft. .... 46

Barbie Gum, 231 ft. .... 46

Barbie Gum, 233 ft. .... 46

Barbie Gum, 235 ft. .... 46

Barbie Gum, 237 ft. .... 46

Barbie Gum, 239 ft. .... 46

Barbie Gum, 241 ft. .... 46

Barbie Gum, 243 ft. .... 46

Barbie Gum, 245 ft. .... 46

Barbie Gum, 247 ft. .... 46

Barbie Gum, 249 ft. .... 46

Barbie Gum, 251 ft. .... 46

Barbie Gum, 253 ft. .... 46

Barbie Gum, 255 ft. .... 46

Barbie Gum, 257 ft. .... 46

Barbie Gum, 259 ft. .... 46

Barbie Gum, 261 ft. .... 46

Barbie Gum, 263 ft. .... 46

Barbie Gum, 265 ft. .... 46

Barbie Gum, 267 ft. .... 46

Barbie Gum, 269 ft. .... 46

Barbie Gum, 271 ft. .... 46

Barbie Gum, 273 ft. .... 46

Barbie Gum, 275 ft. .... 46

Barbie Gum, 277 ft. .... 46

Barbie Gum, 279 ft. .... 46

Barbie Gum, 281 ft. .... 46

Barbie Gum, 283 ft. .... 46

Barbie Gum, 285 ft. .... 46

Barbie Gum, 287 ft. .... 46

Barbie Gum, 289 ft. .... 46

Barbie Gum, 291 ft. .... 46

Barbie Gum, 293 ft. .... 46

Barbie Gum, 295 ft. .... 46

Barbie Gum, 297 ft. .... 46

Barbie Gum, 299 ft. .... 46

Barbie Gum, 301 ft. .... 46

Barbie Gum, 303 ft. .... 46

Barbie Gum, 305 ft. .... 46

Barbie Gum, 307 ft. .... 46

Barbie Gum, 309 ft. .... 46

Barbie Gum, 311 ft. .... 46

Barbie Gum, 313 ft. .... 46

Barbie Gum, 315 ft. .... 46

Barbie Gum, 317 ft. .... 46

Barbie Gum, 319 ft. .... 46

Barbie Gum, 321 ft. .... 46

Barbie Gum, 323 ft. .... 46

Barbie Gum, 325 ft. .... 46

Barbie Gum, 327 ft. .... 46

Barbie Gum, 329 ft. .... 46

Barbie Gum, 331 ft. .... 46

Barbie Gum, 333 ft. .... 46

Barbie Gum, 335 ft. .... 46

Barbie Gum, 337 ft. .... 46

Barbie Gum, 339 ft. .... 46

Barbie Gum, 341 ft. .... 46

Barbie Gum, 343 ft. .... 46

Barbie Gum, 345 ft. .... 46

Barbie Gum, 347 ft. .... 46

Barbie Gum, 349 ft. .... 46

Barbie Gum, 351 ft. .... 46

Barbie Gum, 353 ft. .... 46

Barbie Gum, 355 ft. .... 46

Barbie Gum, 357 ft. .... 46

Barbie Gum, 359 ft. .... 46

Barbie Gum, 361 ft. .... 46

Barbie Gum, 363 ft. .... 46

Barbie Gum, 365 ft. .... 46

Barbie Gum, 367 ft. .... 46

Barbie Gum, 369 ft. .... 46

Barbie Gum, 371 ft. .... 46

Barbie Gum, 373 ft. .... 46

Barbie Gum, 375 ft. .... 46

Barbie Gum, 377 ft. .... 46

Barbie Gum, 379 ft. .... 46

Barbie Gum, 381 ft. .... 46

Barbie Gum, 383 ft. .... 46

Barbie Gum, 385 ft. .... 46

Barbie Gum, 387 ft. .... 46

Barbie Gum, 389 ft. .... 46

Barbie Gum, 391 ft. .... 46

Barbie Gum, 393 ft. .... 46

**PLASTIC LAMINATING**  
VENDING MACHINES  
20¢ profit on each sale. \$29.95  
per machine  
sidewalk vending  
45 Bergman Street, New York, N. Y.  
Phone (212) 78-0885

# Retire After 35 Years? Why, He's Just Getting Started

By FRANK LUPPINO

**NEW YORK** — After a man has been in a business for more than 35 years, he usually begins to think of retirement but the exact opposite is true with Moe Mandell, head of Northwestern Sales and Service Company, and a pioneer in the bulk vending field.

He thinks not of retirement but of the future in the bulk vending industry and the opportunities it will offer. Upon returning from the conventions in Chicago (MOA and NVA) Mandell said, "I am amazed what a tremendous variety of products to be vended compared to a few years ago and amazing to think that the surface has only been scratched."

It was back in 1932 that Mandell bought his first few bulk machines and put them on location in his own residence in Brooklyn, N. Y. He bought the machines from Dave Robbins, veteran colonel, located on DeKalb Ave. Mandell later went to work for the Boro Automatic Music Company on their juke box routes and then, in 1935, went into bulk vending as an operator.

Shortly thereafter, he acquired the distributorship for Northwestern Corporation machines and soon afterwards sold out his route. He operated his distributorship in Brooklyn for 20 years, then moved to Miami, where he founded DRAC. Since for three years and for the past 12 years has been located in his own building on W. 36th Street.

Asked about the international aspects of bulk vending, Mandell tells the humorous story of a retired French Army colonel



MOE MANDELL

who was living in Venezuela some years back and who approached Mandell for information about bulk vending. After making some trips to visit Mandell in New York, the colonel purchased about 2,000 machines in short order and was a heavy buyer of confectionery from the machines. The colonel made several more trips to New York, each time learning more about the repair of the machines.

Then, Mandell pointed out, the colonel was not heard from for a long time. Finally, he learned that the colonel had evidently become an operator, through operating the machines and repairing them with his own staff that he had briefed in machine repair, that he had become self-sufficient and had even opened his own chewing gum store to provide product for the machines.

Mandell, in a serious vein,

pointed out that he does ship

machines, parts and supplies all

over the world. He said that in some instances, the foreign market was supplied almost exclusively with product from the U. S. until the U. S. firms worked out arrangements to have licensees manufacture their machines in the foreign country.

Mandell is assisted in the operation of his firm by his son-in-law, Allen Cohen, who joined the firm 12 years ago. After a stint in the U. S. Army, Cohen planned to return to his pre-war position until his father-in-law suggested he join him. Mandell insisted on one proviso... that he be told if his services proved unsatisfactory. Such a pronouncement was never made to him and the relationship between Moe Mandell and Allen Cohen is harmony personified.

Both said that the greatest growth in the bulk vending industry has been in the segment dealing with charms and capsules. Although they pointed out that the growth in bulk confection sales has not slowed, there were not too many penny bulk confection items available for vending until the charms came along. These, aided by capsules, have added greatly to heading over-all sales curves upwards.

Both look forward to great acceptance of the first Bulk-Pak machine introduced by Northwestern which will bulk vend Fleers Gum. These easy-loading machines will join the new models from Viceroy, Mandell pointed out. They'll be available early in 1965 when bulk vending should start a new year by heading upwards on the sales curve once again. These are the prognostications of two fellows who have a nose in bulk vending adds up to a hefty 47 years.

**ZZZOOM**

**TO HIGH PROFITS**

with  
Northwestern's

**ROCKET VENDOR**



**BIG SAVINGS ON BULK AND VENDING GUMS**

**Direct Mail Factory Prices**

Bulk Ball Gum, 140 lb. 210 lb. & Giant Size... 35¢ lb.  
Chicle Ball Gum, 20 lb. 25 lb.  
Chicle-Flavor Chicle, 20 lb.  
Clear-Vend Chicks, 20 lb. 40 lb.  
Gum, 20 lb. 25 lb.  
Bubble Chicks, 250 lb.  
Bubble Gum, 250 lb.  
Tobacco, 100 lb. 100 lb. 400 lbs.  
Soda, 100 lb. 150 lb. 300 lb.

**AMERICAN CHewing PRoDUCTS**

40 years of manufacturing experience  
4th & M. Pleasant  
Newark, N. J. 07104

## Great Time Saver COIN WEIGHING SCALE

1¢ or 5¢ & 5¢  
Combination

Weight \$100.00 in  
pounds. 100 lb. in  
nickels. Springs are  
as strong as ever  
bristed. It is a v.v.  
metal base. Glass  
protects scale when  
in use.

**\$22.00**

Complete With Sturdy  
Carrying Case  
**ON SALE TODAY**  
1/2 Doz. Std. C.O.D. F.O.B. N. Y.  
Distributors, Write for Price.

MEMBER NATIONAL VENDING  
MACHiNE DISTRIBUTORS, INC.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum  
Products, Stamps, Postage, Postage  
Stamps, Vending, Folders, Cigarettes and  
Candy Machines. Sanitary Vending and  
Supply Company. **WE HAVE EVERYTHING**  
OPERATOR REQUIRES

515 Lincoln Place, BIRMINGHAM 16, N. Y.  
President 2-2900

**ABP**  
MEN WHO READ  
BUSINESSPAPERS  
MEAN BUSINESS

## BUILT FOR BUSINESS!

**MARK-BEAVER**

**Bulk Vending Machines**

**Full of built-in advantages**

**for longer life**

**and greater profits.**

**VENDOR**  
MFRS., INC.

1319 LEWIS STREET  
NASHVILLE, TENNESSEE  
PHONE: 615-4148

(Distributor areas available  
throughout the world)

## Expect Big Turnout At West Coast Meet

**LOS ANGELES** — National Automatic Merchandising Association's Western conference and exhibit will open from the best man from the association's recent national convention in Chicago, and is expected to attract a record turnout of West Coast vending tradesmen.

The show will be held at the Ambassador Hotel here Nov. 15-17. All exhibit space has already been sold out to some 66 firms.

Emphasis at the convention will be on merchandising and customer relations practices and will be specifically tailored to the Western operators.

Panel State

Vending operators, school officials, a government official and a machine manufacturer will lead a panel discussion titled "School Vending Market in the West" Friday (20) evening.

Saturday (21) NAMA will repeat its "Five Best Merchandising Ideas" presentation based on the best ideas from member operators. Also scheduled is a discussion on customer

## Denver Rt. Sold

**DENVER** — Veteran Denver bulk operator, Doug Bensch, who built up a successfully specialized route in universities and schools, has sold his business to Frank Pittman. Bensch's future plans were not immediately announced.

relations, featuring a leading operator and an industrial vending location representative.

Carl Millman, NAMA president, will keynote the Saturday program with an address titled "Creating a Better Business Climate for Vending." Also on the program is a discussion of legislative problems and reports from the California and Northwest State councils of NAMA.

The exhibition will be open during the afternoon of all three days. The show is open to all vending operators free of charge. The association expects to exceed its last year registration figure of 3,500.

## NAMA and BBB

• *Continued from page 47*

It adds, when vending machines are purchased on the basis of fraudulent or deceptive representations by the seller or manufacturer, the odds against success of the venture are extremely high.

Currently, the bulletin noted, a number of "blue-sky" operators are busily promoting machines which dispense "emergency" type products (as distinguished from "convenience" items), which require high-volume locations seldom found in business practice.

It also pointed to machines dispensed various drug items, which may or may not be legally operated in the area in which the investor proposes to do business.

Will hold 1800  
pieces of gum

**NOW IN  
STOCK!**

**\$39.95** F.O.B. Factory

Or contact:

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E.  
Atlanta 7, Ga.

Phone: DRake 7-4300



**L. C. TOPPER**

Designed for 100-cent gum.

Hold 1725 balls of 100-cent gum.

**NOTICE TO OPERATORS**

All Toppers can be converted to L. C. Toppers for vending 100-cent gum. All that is needed is a new service head assembly.

Write for details, color circular and prices  
or contact your distributor.

**PARKWAY MACHINE CO.**

715 E. 33rd St., Baltimore 2, Md.



# Music Shows Profit; Game Income Dips in Chi

• *Continued from page 49*

a chance to watch the situation a bit closer," Kies declared.

"Operators were surprised to learn that the tax, which many

thought would apply only to juke boxes, was going to cost them \$10 per year on each phonograph."

"Our State association will now maintain vigilance," said Kies. "Maybe one day the chance will come for elimination of the tax. But we're not going to rock the boat too much."

Joe Robbins, of Empire Coin Machine Exchange, Inc. (Rockola), commented: "I think the new Illinois Music Association will be able to forestall indefinitely any proposed hikes in license fees for coin-operated phonographs."

The new State organization mentioned by Kies and Robbins is headed up by Leo Montooth, of Peoria.

## Rag ASCAP

Chicago operators, predictably, oppose the ASCAP proposal for royalties on juke box plays.

"The bill comes up annually in Congress," Robbins declared, "and it is always defeated. This continued rejection of the bill proves the strength of the rag association. The MOU and other groups point out to Congress the flaws and injustices in such a bill. When this is done, there is no chance of its passage."

## Fewer Bars

A third factor directly hurting local music business was outlined by Kies. He explained that the number of taverns obtaining liquor licenses yearly in Chicago is decreasing.

"There are just as many liquor licenses issued annually, but more are granted to drug and food stores," he pointed out. "This means fewer taverns are being opened, and fewer taverns means reduced phonograph profits."

## Urban Renewal

Related to the loss of juke box revenue due to a slump in tavern and cocktail lounge openings is the impact of Chicago's extensive



STAN LEVIN

ive urban renewal program on the local tavern situation.

"Taverns are being demolished annually during the past few years because of urban renewal," reported Earl Kies, "and these spots were big singles money makers."

According to Kies, these local music spots, usually located in deteriorating neighborhoods, brought in handsome income from rpk and c&w disks. When city planners wavered their wands over one of these blighted neighborhoods, however, shabby spots and声 were replaced by high-rent apartments and parking lots, and a cocktail lounge supplements the bar hill.

The bar hill inquired about the specific advantages to the operator the "honky-tonk" bar offers over the well-appointed lounge. The answer was probably that patrons of the fancier spots played juke bars less and many cocktail lounge owners have installed background music instead of a coin-operated phonograph.

Most operators agreed, however, that the little LP's may reverse the trend toward background music by providing the type of adult music preferred by loungers.

## Commissions

The combination of fewer workingmen's locations and

changing music preferences in the higher class spots has resulted in a highly individualistic approach to location business arrangements.

"We work out commissions on an individual basis," reported Mrs. Filitti. "The profile of business at a specific location is the key factor."

Sam Greenburg, Billy Knapp, Dick Weis and Eddie Holstein, who make up the Allied ABC Company, reportedly are holding closely to the 50-50 split arrangement, however.

According to Chet Lindelof, profitable locations are usually worked on a 50-50 basis, "but spots with less stability frequently require a front-money arrangement," he commented.

Because of the increasing competition, operators reported, demands for location loans are commonplace, but with uncommonly large sums asked.

Explained Earl Kies: "Loans are going up because of competition between operators for choice spots. Operators are forced to make more lucrative offers."

The Allied ABC operators, Mrs. Filitti, Chet Lindelof and most other operators contacted were inclined to agree with Kies: "We have turned down many locations because of their high demands for loans," Mrs. Filitti confided.

## Distributive Happier

While local operators could realize little in the way of profit gain in 1964 (and did not expect a fourth-quarter spurt), distributor spokesmen interviewed were in a happier frame of mind.

"I think a lot of music operators have done better in 1964 than in 1963," said Chet Lindelof, Joe Robbins. "Certain parties report 10 per cent increases over last year, and it looks even better for 1965."

Robbins called attention to what he described as sound lo-



JOE ROBBINS

cal and national economic pictures, which portend a sound profit climate for the coin machine industry in the immediate future.

Stan Levin, sales manager of Atlas Music Company, regional Rowe-AMI outlet, also stated 10 per cent as the profit increase figure reported to him by some operators.

## Transition

Reviewing distributor and operator comment in total, the status of the juke box business locally appears to be one of transition. Companies are making money moderately with music, but are watching market and programming trends closely, taking no capital risks.

The juke box audience is changing, the typical location is altered and programming patterns are, of course, in flux.

The little LP, the operators are beginning to believe, may prove to be the shot in the 1965 business arm.

The foregoing has covered the Juke Box situation. Next week the Chicago Amusement Games picture will be explored.



Presents

**YOUR GREATEST PROFIT OPPORTUNITY FOR 1964**  
**-DELUXE 6-POCKET AND**  
**BUMPER POOL®**

—The Dependable Tables!

See Your Distributor or Write  
Complete Details Parts—Accessories

VALLEY SALES CO.  
322 Morton St., Bay City, Michigan

## BILLOTTA ENTERPRISES

Newark, N. Y., and Albany, N. Y.

### GAMES

Williams Swingtime ..... \$275

Gottlieb Flipper Clown ..... 225

Gottlieb Flipper Parade ..... 145

### GUNS

Williams Space Glider ..... \$235

Williams Hercules ..... 165

Bally Moonracer ..... 165

Keeney 2 Gun Fun ..... 225

Midway Shooting Gallery ..... 145

**Special ★ Brand New**

Chicago Coin Sun Valley ..... \$345

## Wis. Disk Buying Holds Steady

By BENN OLLMAN

RCA Victor, and Louis Armstrong's "So Long, Dearie," Mercury.

### Little LP's Hot

The climbing demand for little LP's is "unbelievable," according to Mike Geppert. "Our operators want the oldies and standards on little LP's. One of our best little LP's is Roger Williams' 'The Solid Gold Swing-way,'" on Kapp.

At Record City, one-stopper, Gene Geier, also reports an up-surge in juke box disk sales, with

operators buying "everything on the charts."

Top juke box single at Record City, says Gene Geier: "Last Kiss," by J. Frank Wilson, on J. Frank Records. Also big are: "We'll Be in the Sun," Gale Garnett, RCA Victor; "All Cried Out," Dusty Springfield, Phillips, and "Chug-a-Lug," Roger Miller, Smash.

Good statewide reaction is noted on a local group's waxing, "The Dog," on Groove, by Junior and the Classics, says Gene Geier.

## Marked Tree Goes Wet

MARKED TREE, Ark.—Coin machine operators in Poinsett County had a vital interest in the recent election of local citizens' voting to dry out to make the county wet or dry.

The wetters won by 300 votes. It was a big victory for the operators because their location spots were in jeopardy if the county went dry.

Among the operators, for example, John Bruner Jr. of John & Frank, Inc., owns a liquor store and several taverns. He has phonographs, records and cigarette machines on location at the taverns and other spots.

John and his brother, Robert, who operate the coin machine business, stayed up till 5 a.m. watching the vote count. The county is surrounded by dry

counties except Crittenden County on the east and is one of the few wet counties in Arkansas.

John Bruner said there are about 30 taverns in the county and "You can't make a living any more on sweet milk and soda water."

With the county wet, he said, the operators had more prosperity than when it was dry. The increase in business is felt all down the line to his coin machine operation, he said.

Other operators in Poinsett County are Rural Huddleston, Huddleston Manufacturing Company, Markel, Inc., and C. L. Tolson, Lepanto, Nathan, Whalen, Service Amusement Company, Jonesboro, an adjoining county, also has machines in Poinsett County.

BILLBOARD, November 14, 1964

## WANTED CHILDREN'S KIDDIE RIDES

Call Operated  
FOR CASH  
Late Model Equipment  
Low Initial Cost and Prices  
RUSH REPLY TO:  
FORBES AMUSEMENTS

3109 Turtin St. Pittsburgh, Pa. 15219



Our modern new Factory is devoted exclusively to manufacturing

**SCHMELKE**  
QUALITY CUE STICKS  
Professional Design—Long Life

Write for details.

SCHMELKE MFG. CO.

SHAKOPEE, MINNESOTA

SEND FOR NEW MACHINE LIST

We Advertise Only What We've Got In Stock WORLD'S LARGEST INVENTORY

Exclusive Row AMI Distributor  
60-Pc. S. Jersey Del. Md. D.C.

**DAVID ROSEN INC.**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: 215-3-2000

Williams®

4-PLAYER REPLAY GAME

**WHOOPEE**  
4 SCORING DRUMS FOR EACH PLAYER  
3-OR-5 BALL ADJUSTABLE

Williams® Electronic Manufacturing Corp.  
3401 NORTH CALIFORNIA AVE. CHICAGO 18, ILLINOIS



## No Air Play, So Ops Break Disk

By FRANK LUPIPPO

NEW YORK—The story from which the operator buys 84.8 per cent of his records (Billboard Coin Machine Directory Survey) have, in recent years, been considered by some record manufacturers as a lessening part of the sales and profit picture and no longer as once was the case, to "break a hit." This somewhat general feeling may be disproved, and quickly.

It has been said that airplay of records by radio stations is necessary to make a hit but Roulette Records have a record that is showing all the symptoms of being a big hit with all the initial action taking place

at the one stop and juke box operator level.

The case in point is a record titled "Shame and Scandal in the Family" by Shawn Elliott. It is receiving no air play whatsoever. Many of the promotional copies of the record carries the imprint "Not Recommended for Air Play" on the record label. The reason is that the lyrics of the calypso song is a little "naughty" and concerns itself with an illegitimate child in the family.

Upon learning of the record, Eric Bernay of A-1 One Stop not only ordered himself but alerted other one stops. Pat Cohen, Pat's One Stop, Richmond, Va., wrote Roulette's president, Burt Kastel, telling him that he not only was ordering and selling the record but was attaching a list of other one stop association (ROSA) members who should also be contacted and informed about the record.

Other one-stops reporting immediate operator reaction were

Ralph Schechtman at Service One Stop, Newark; George Freeman, Northern Record Sales, Cleveland, and Sam Ricklin, California Music, Los Angeles. Katzell said, "heretofore it was a one stop record, but not a one stop could be instrumental in breaking a record because sales-supporting air play was generally available. Now we have a case where one stops have a chance to go to the route of promoting a hit by themselves." Of course, the one stops have to have juke box operator interest and purchases of the record to get widespread exposure to generate full hit status.

But operator reaction has been good and in short order. Morris Levy, Roulette president, passed on the information, who heads the Paramount music box operation in the Bronx, had already reported good play activity resulting from the programming of the record on his locations.

Since over 60 per cent of juke boxes are located in taverns and bars, where the lyrics would not be heard by minors, the sales potential of the record would be 282,000. This is based on 60 per cent of the total number of juke boxes on location, reported as 470,000 by Billboard's Market Research Division, director Tom Noonan in Billboard's annual International Coin Machine Directory edition.

It would take only a small percentage of the locations to kick off general consumer interest in the record. If the present loyalty continues, the record will have a major sized hit record on their hands and juke box operators, and one stops, can genuinely point to their ability to introduce a record to the public and generate subsequent interest to boost it to general popularity . . . all without air play.

## S. C.-COA Parley

Continued from page 49

be open from then until 6 p.m. Exhibits will also be open on Sunday (22) from 10 a.m. until 1 p.m. A cocktail party and dinner-dance is slated for Saturday night. The association business meeting will be held on Sunday, following the luncheon.

## Recent STEREO RELEASES

for Music Operators

## ■ SEEBURG LITTLE LP's

## Novelty

THE CHIPMUNKS—The Chipmunks Sing the Beatles Hits . . . . . Liberty  
Please Please Me—Do You Want to Know a Secret  
—Twist & Shout—A Hard Day's Night—I Saw Her Standing There—I Want to Hold Your Hand

## Pop Instrumental

MARTIN DENNY—Latin Village . . . . . Liberty  
Angelito—Corcovado—Something Latin—The Girl From Ipanema—Latin Village

## Country &amp; Western

KITTY WELLS—Country Music Time . . . . . Decca  
I've Thought of Leaving Too—As Usual—Begging to You—Pass Word—This White Circle—Gonna Find Me a Bluebird

## Polka

LI'L WALLY—Wish I Was Single Again . . . . . Jay Jay  
Wish I Was Single Again—Just Because Polka—  
Who'd You Like to Love You—Tick Tock Polka—  
Happy Anniversary—I'm in Love With You

## Christmas

BRENDA LEE—Merry Christmas . . . . . Decca  
This Time of Year—Blue Christmas—Jingle Bell Rock—  
Rocking Around the Christmas Tree—Marshmallow World—Winter Wonderland

ERNEST TUBB—Blue Christmas . . . . . Decca  
Merry Texas Christmas, You All—Christmas Island—  
White Christmas—Chr-i-s-t-m-a-s—Rudolph the Red-Nosed Reindeer—Blue Christmas

## ■ LIBERTY LITTLE LP's

MATT MONRO—Matt Monro . . . . . Liberty  
Softly as I Leave You—My Kind of Girl—Portrait of My Love—Let's Face the Music and Dance—There Anything I Can Do—Cheek to Cheek

BUD & TRAVIS—Spotlight on Bud & Travis . . . . . Liberty  
Mexican Wedding Dance (La Bamba)—Raspberries, Strawberries—Angelico—Sinner Man—Cloudy Summer Afternoon—Banana

JULIE LONDON—The End of the World . . . . . Liberty  
The End of the World—I Wanna Be Around—I Left My Heart in San Francisco—Fly Me to the Moon—Days of Wine and Noses—Desafinado

MARTIN DENNY—Latin Village . . . . . Liberty  
Angelito—Corcovado—Something Latin—The Girl From Ipanema—Latin Village—Malaguena

JOHNNY MANN—Invisible Tears . . . . . Liberty  
Invisible Tears—Everybody Loves Somebody—The Girl From Ipanema—Al-Di-La—Shangri-La—Hello, Dolly!

THE CHIPMUNKS—The Chipmunks Sing the Beatles Hits . . . . . Liberty  
Please Please Me—Do You Want to Know a Secret  
—Twist & Shout—A Hard Day's Night—I Saw Her Standing There—I Want to Hold Your Hand

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviewer, Billboard, 2160 W. 46th Street, New York, N. Y. 10036.

**MUSTANG** PIN  
BY **chicago coin**  
DIVISION OF CHICAGO DYNAMIC INDUSTRIES, INC. 1775 W. Division Blvd., Chicago, Illinois

## BOWLERS!

|                        |          |
|------------------------|----------|
| 1 United 16' Foulies   | \$495.00 |
| 1 United 16' Foulies   | 495.00   |
| 1 United 16' Sabre     | 775.00   |
| 1 United 16' Feline    | 295.00   |
| 1 United 15' Five Star | 275.00   |
| 1 United 15' Five Star | 275.00   |
| 1 United 16' Diamond   | 250.00   |
| 2 United 16' Teammate  | 265.00   |
| 1 Chico Twin Bowler    | 175.00   |
| 1 United 16' Top Top   | 250.00   |
| 3 Strike King          | 65.00    |
| 5 Baby Tournament      | 65.00    |
| 1 Southeast Little Pro | 325.00   |
| 1 Chico Royal Crown    | 650.00   |
| 1 Chico Royal Choice   | 650.00   |
| 2 United 16' Handicap  | 275.00   |
| 2 United 16' League    | 235.00   |
| 1 United 16' Classic   | 350.00   |
| 1 Baby Delux Bowler    | 495.00   |

We have the most complete selection of juke boxes in the 10-Feet length, in the U.S.A. and Canada. Try to give us 10 days to ship your order. Please send us your name and we will send you details with Royal!

Call (513) 771-4250  
Ask for Clerk or Head!

## ROYAL

DISTRIBUTING, INC.  
1318 Glendale-Alter Rd.  
Cincinnati 15, Ohio, or  
1118 N. High St., Columbus, Ohio  
Area Code 513-771-4250

GET BOTH SIDES  
OF THE COIN

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

939

Please enter my subscription to BILLBOARD for

|                                      |                                       |                              |                                |
|--------------------------------------|---------------------------------------|------------------------------|--------------------------------|
| <input type="checkbox"/> 1 YEAR \$15 | <input type="checkbox"/> 3 YEARS \$35 | <input type="checkbox"/> New | <input type="checkbox"/> Renew |
|--------------------------------------|---------------------------------------|------------------------------|--------------------------------|

|   |  |  |
|---|--|--|
| <input type="checkbox"/> Payment enclosed | <input type="checkbox"/> 2 EXTRA Issues for cash | <input type="checkbox"/> Bill me later |
|---|--|--|

Above subscription rates for Continental U. S. &amp; Canada.

Overseas rates on request.

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State &amp; Zip \_\_\_\_\_

Type of Business \_\_\_\_\_

Title \_\_\_\_\_

THIS WEEK  
EVERY WEEK  
in BILLBOARD

SUBSCRIBE NOW ➤



# BIGGEST HIT IN AUTOMATIC MUSIC

## WURLITZER TEN TOP TUNES FEATURE

A lot of phonograph manufacturers have taken a swing at incorporating a feature on their instruments that would prove an extra powerful play and profit producing stimulant.

It was Wurlitzer that really scored the grand slam hit with its Ten Top Tunes feature.

No other feature on any other phonograph is even in the same ball park when it comes to making money. Get the details from your Wurlitzer Distributor.

## WURLITZER 2800

MAKES THE SWING TO HIGHER EARNINGS



THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.



# Here are More Little LP's

These great new Liberty releases will help you build increased location volume. Available in LP albums only.

Enjoy a greater range of selectivity for every customer listening taste. And . . . they'll sound better in full dimensional stereo from the new Rock-Ola Grand Prix phonograph (shown below), and the just introduced compact Princess Royal phonograph.

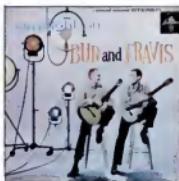
With every stereo operator program, you get a full color, 7-inch album cover, 6 miniature color covers and 20 printed title strips. Don't miss out on the increased play these new releases will bring. You can order them now from your local record distributor, one-stop, or Rock-Ola distributor.

If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play phonograph, and the new compact Princess Royal 100-Play phonograph, then drop by your Rock-Ola distributor soon. You'll see that Rock-Ola again delivers outstanding design, beauty and versatility in a stereo, monaural phonograph. Both phonographs play 7-inch LP's, singles, 33 1/3, or 45 R.P.M. records in any intermix. Never before such unsurpassed selection, versatility and dimensional stereo sound, too.

ROCK-OLA MANUFACTURING CORPORATION  
800 North Kedzie, Chicago, Illinois 60651



Look to  
**ROCK-OLA**  
for advanced products for profit



Artist: Matt Monro  
Title: Matt Monro  
SIDE ONE  
1. Softly As I Leave You  
2. My Kind of Girl  
3. Portrait of My Love  
SIDE TWO  
1. Let's Face The Music And Dance  
2. Is There Anything I Can Do  
3. Cheek To Cheek

Artist: Bud & Travis  
Title: Spotlight on Bud & Travis  
SIDE ONE  
1. Mexican Wedding Dance (Cucurrucucu Paloma)  
2. Raspberries, Strawberries  
3. Angelico  
SIDE TWO  
1. Sinner Man  
2. Cloudy Summer Afternoon  
3. Banus

Artist: Julie London  
Title: The End Of The World  
SIDE ONE  
1. The End of The World  
2. I Want to Be Around  
3. I Left My Heart In San Francisco  
SIDE TWO  
1. Fly Me To The Moon  
2. Days of Wine and Roses  
3. Deadfinado

Artist: Martin Denny  
Title: Latin Village  
SIDE ONE  
1. Angelito  
2. Corcovado  
3. Something Latin  
SIDE TWO  
1. The Girl From Ipanema  
2. Latin Village  
3. Malagueña

Artist: Johnny Mann  
Title: Invisible Tears  
SIDE ONE  
1. Invisible Tears  
2. Everybody Loves Somebody  
3. The Girl From Ipanema  
SIDE TWO  
1. Al-Di-La  
2. Shengri-La  
3. Hello Dolly!

Artists: The Chipmunks  
Title: The Chipmunks sing the Beatles Hits  
SIDE ONE  
1. Please Please Me  
2. Do You Want to Know a Secret  
3. Twist And Shout  
SIDE TWO  
1. A Hard Day's Night  
2. I Saw Her Standing There  
3. I Want To Hold Your Hand

# ALBUM REVIEWS

Billboard



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve listing on Billboard's Top LPs chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



## POP SPOTLIGHT

BEACH BOYS CONCERT  
CAPITOL 2198 (M); 2198 (S)

An unbeatable commercial package. The Boys are hot as a pistol, with songs after the all-time favorites. The Beach Boys are in their first live concert album. The group is excellent, the music is great, the audience is screaming audience responses and there's even more. This do-it-yourself package includes the album, a 16-page booklet of photos and a copy of *Teen Set* magazine.



## POP SPOTLIGHT

IT HURTS TO BE IN LOVE  
Gene Pitney, Mercury MM 1909 (M); MS 2019 (S)

Currently riding MS singles charts with "I'm Gonna Be Strong," Gene spends this new album on the same track. All songs are all done in the distinctive Pitney artistic and commercial style. This album will prove to be the most potent package of strong material, arrangement and powerful vocals.



## POP SPOTLIGHT

THE MANFRED MANN ALBUM  
Acet 1 AM 13015 (M); ALS 16015 (S)

His British group introduces their first album. The States leaders off with a smash, "Do Wah Diddy Diddy" and all five boys rock through "I'm Gonna Be Strong." Package starts off strong and will drive all the way up the hit charts.



## POP SPOTLIGHT

G. T. O.  
Renny & the Daytonas, Mala 4001 (M)

The group is a hot one commercially—and artistically. The States leaders off with a smash, "Do Wah Diddy Diddy" and all five boys rock through "I'm Gonna Be Strong." Package starts off strong and will drive all the way up the hit charts.



## POP SPOTLIGHT

DUSTY SPRINGFIELD  
Dusty Springfield, Philips PFM 200-156 (M); PHS 200-156 (S)

Dusty Springfield is the London girl who made it real big with two hit singles to last year's chart-topping album. Now the LP, registers high on Billboard's singles chart. Dusty sings magnificently on big beat-uppers, and the arrangements are such that dominate the album—and dominate on several of the tracks. "I'm in Love with You," "Breakin' Down the Broken Down," and "I Wish I'd Never Loved You."



## POP SPOTLIGHT

TAKE YOUR SHOES OFF WITH  
THE RIGHT FOOT SINGERS

Philips PFM 200-151 (M); PHS 600-151 (M)

The feeling of traveling through the Rockies or softening the clouds from the sun are one while listening to this delightful group. Dusty singings are really on big beat-uppers, and the arrangements are such that dominate the album—and dominate on several of the tracks. "I'm in Love with You," "Breakin' Down the Broken Down," and "I Wish I'd Never Loved You."

## POP SPOTLIGHT

SECOND TO NONE  
Cormane McRae, Mainstream 56028 (M); S 4028 (S)

Miss McRae is incomparable among today's "legit" vocalists. She is consistently creative, with a wide range of vocal and musical arrangements. Backed by big-notch Peter Matz arrangements, Cormane McRae is the equal of any accessible female vocalist. Her new collection of songs, including "I'm in Love," "Because You're Mine," "In Love in Vain,"



## JAZZ SPOTLIGHT

THE JAZZ STORY (3-12")  
Various Artists, Capitol WEO 2109 (M)

A do-luce five-record set featuring many important jazz artists, including band masters to modern "free-form groups." Albums are "Jazz Story," "Jazz on the Screen," "Jazz on the Stage," "Jazz in Chicago," "The Swingin' Years," "The Big Bands" and "Modern Free Form." Jazz buffs, students and collectors will be enthralled.



## CLASSICAL SPOTLIGHT

VERDI: REQUIEM (3-12")  
The Philadelphia Orchestra  
(Or) 2107 (M); 2107 (S)

This is an outstanding version of the famous Requiem. The Philadelphia Orchestra and performs with startling brilliance in conjunction with the Philadelphia Orchestra under the direction of Arturo Toscanini. The packaging is as lush with a handsome glossy jacket and a 16-page booklet and commentary included. Strong gift item.



## CLASSICAL SPOTLIGHT

VERDI: AIDA (3-12")  
Various Artists, London A 4345 (M)

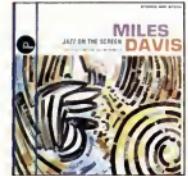
A most desirable package featuring an Arturo Toscanini recording of the all-time favorite and the all-time favorite, and the highly respected one with a new cast. The recording has included an excellent booklet containing the operatic score, a portrait of Arturo Toscanini and the cast at work.



## JAZZ SPOTLIGHT

JAZZ ON THE SCREEN  
Miles Davis, Fontana MGF 7372 (M); SRF 6752 (S)

Miles Davis, with Art Blakey and the Jazz Messengers, is the most outstanding jazz artist as the vehicle for some arresting jazz. Miles Davis, Fred "Sonic" Freiberg, appear to go on some wild, drug-filled misadventures but this does not prohibit the performance of some highly creative jazz.



## JAZZ SPOTLIGHT

COLOR HIM WILD  
Maynard Ferguson, Mainstream 56031 (M); S 56031 (S)

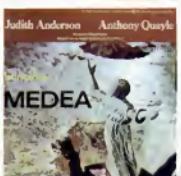
Jazz fans, and Ferguson followers, will be both surprised and delighted by this album. It's big band jazz nonpareil, featuring the most outstanding soloist in jazz, Ferguson trumpet. The sound and feeling of the music is superb. The solos of Ferguson are brilliant and Ferguson, supported ably by a top musical "opposition" is at his ever-brightest best. Outstanding big band jazz.



## CLASSICAL SPOTLIGHT

VIVALDI: THE FOUR SEASONS  
Ruggiero Ricci, Various Chamber Orchestra, DRC 9423 (M); 745-3-302 (S)

In addition to the colorful, eye-catching cover, the inside leaflets feature informative notes on the music, Vivaldi and his compositions. The Ruggiero Ricci orchestra is the seasons' most well performed. The soloists are the Ruggiero Ricci and Chamber Drk using Stradivari instruments.



## CLASSICAL SPOTLIGHT

EURIPIDES: MEDEA (2-12")  
Judith Anderson & Anthony Quayle, Cordwood 195-3-302 (M)

Medea. Medea is one of the more famous Greek tragedies. The story is told in verse and at times, reaching the grotesque. However, the notably outstanding cast, stars in a manner that will enthrall, impress and captivate the listener. The music of the listener, in stereo, is spine-tingling.

## R&B SPOTLIGHT

BACK TO SOUL  
Anna King, Smash MGS 27059 (M); SRS 67059 (S)

Miss King combines the old-fashioned soul sound with the modern R&B idiom and comes off with a smashing album. "I'm Gonna Make You Up Your Mind," and "If I Somebody Told You" are the highlights. The title track, "Back to Soul," and "Tennessee Waltz" is a bit different than that done by others—it's every bit as effective.



## FOLK SPOTLIGHT

JOAN BAEZ/S  
Vanguard VPS 9160 (M); VSD 7919 (S)

Miss Baez, the nation's No. 1 female folk singer, has not missed yet on one of her recordings. Her fifth album for Vanguard, spotlights the singer's dazzling, uncomplicated and unpretentious vocalizing. It will be a great gift for her legion of fans.